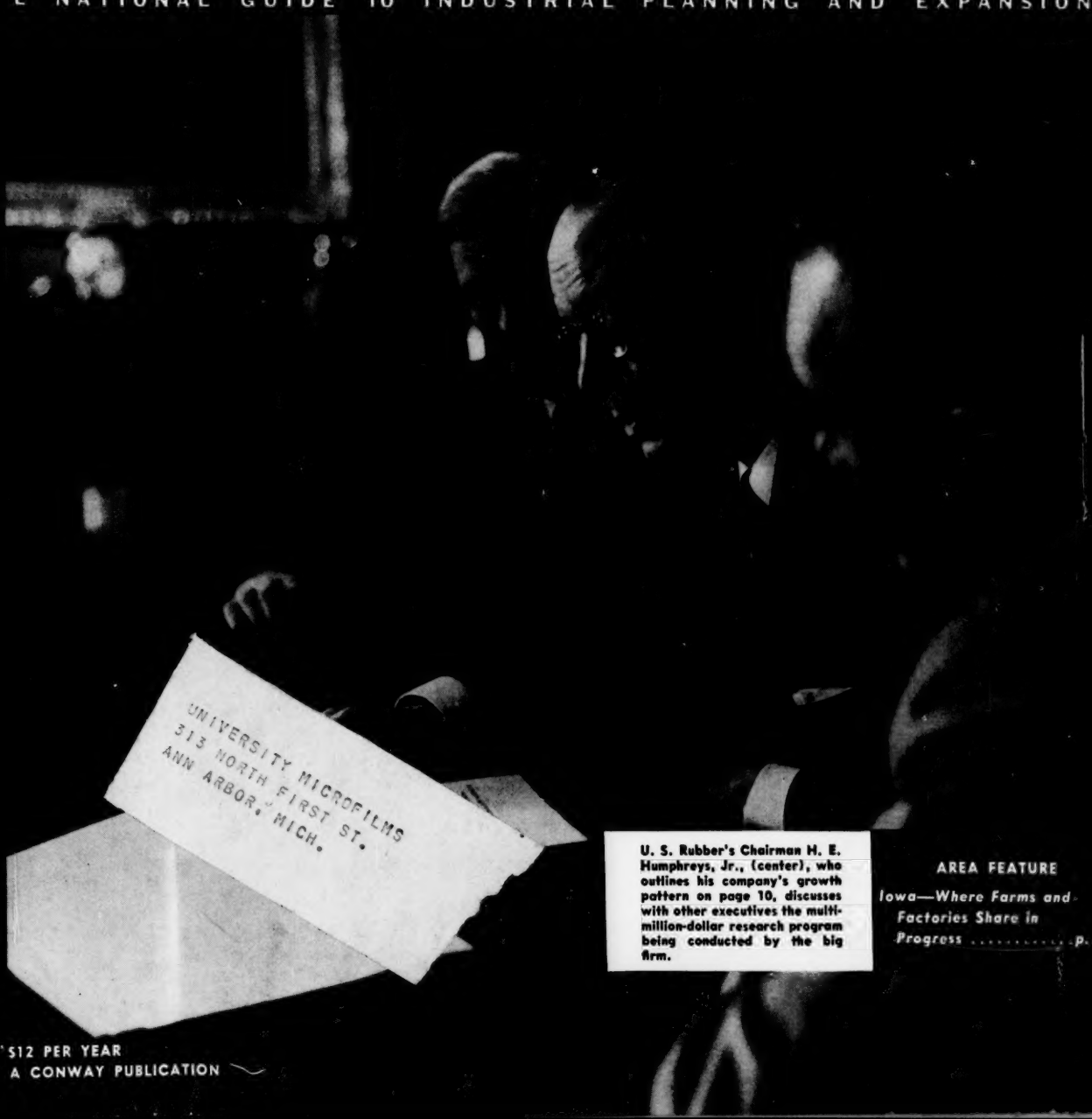
Industrial Development

E NATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION



U. S. Rubber's Chairman H. E. Humphreys, Jr., (center), who outlines his company's growth pattern on page 10, discusses with other executives the multi-million-dollar research program being conducted by the big firm.

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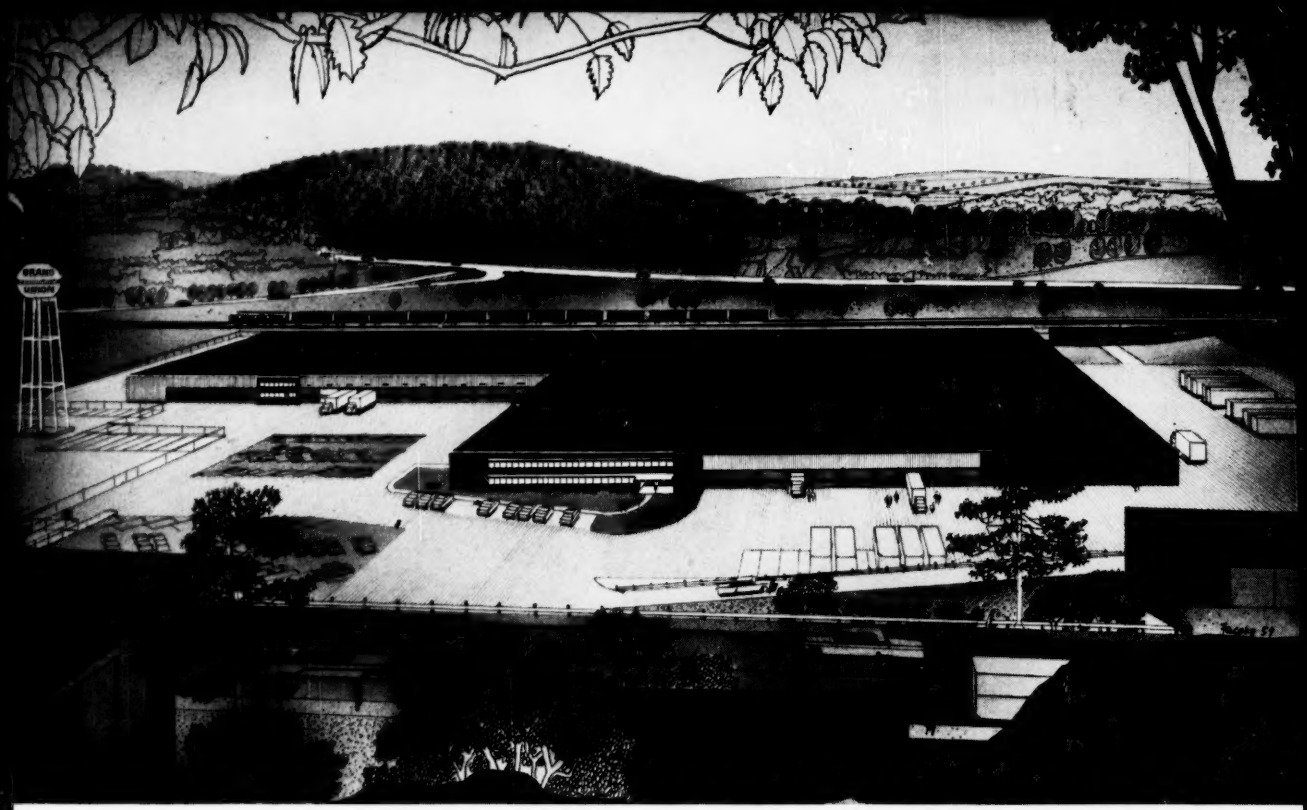

Grand Union's new Metropolitan Distribution Center comprises 600,000 square feet of space. The 30-acre site was found with the help of the New York Central.

"Checks out O.K." said Grand Union when the Central suggested Mt. Kisco, N.Y.

Some time ago, the Grand Union Company was looking for a suitable building site for what has turned out to be one of the largest supermarket distribution centers in the East; and which today supplies more than 100 Grand Union supermarkets in the Greater New York Area.

To help in this project, Grand Union management called upon New York Central Plant Site Consultants. Careful analysis led the Central to recommend a 30-acre site in Mt. Kisco, N. Y. This was close to the center of Grand Union's activities and right on the main line of the New York Central, convenient for both rail and highway transportation.

If you are on the lookout for plant site opportunities for your company, you'll find that New York Central can be of real help.

The Central's plant site consultants will draw up plant site appraisal reports tailored to your type of operations. If you wish, they will also expedite plant construction and enlist community co-operation—all on a confidential basis and without charge.

Whatever your special needs, New York Central stands ready to assist you.

Write to: Otto W. Pongrace, Director of Industrial Development, Dept. D, New York Central Railroad, 466 Lexington Ave., New York 17, N. Y.

Plant-Site Opportunities

Illustrated brochures available on request:

1. Albany-Troy-Schenectady
2. Ashtabula
3. Buffalo-Niagara
4. Cal-Sag (Chicago Area)
5. Chicago
6. Cleveland
7. Detroit
8. Elkhart
9. Gardenville, N.Y.
10. Hudson River Valley
11. Indianapolis
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14. Rochester
15. St. Lawrence Seaway
16. Syracuse
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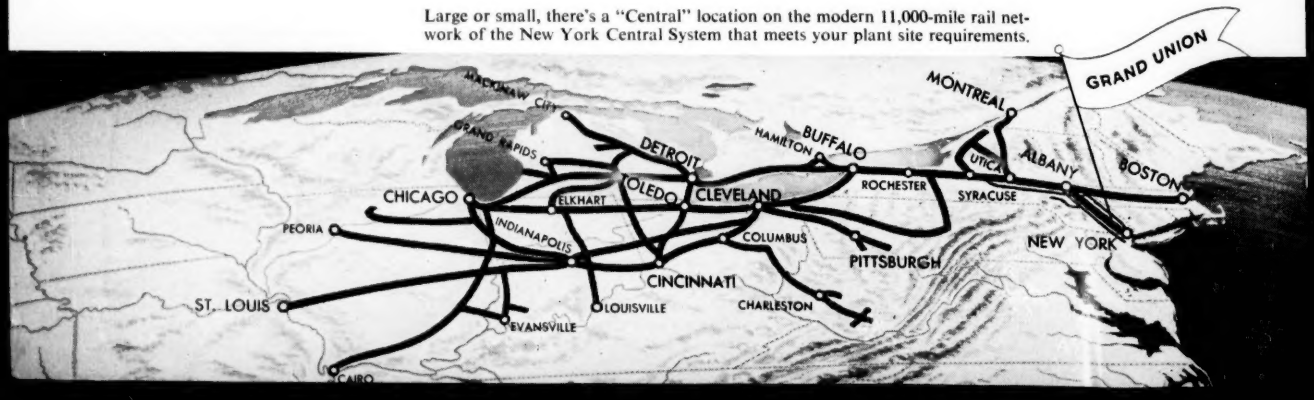
18. Youngstown
19. Industrial Parks in Ill., Ohio, N.Y., Mass., and Mich.

Large or small, there's a "Central" location on the modern 11,000-mile rail network of the New York Central System that meets your plant site requirements.



INDUSTRIAL DEVELOPMENT

and manufacturers record

BPA

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IN ID/MR...

Elsewhere in this issue we announce a new public service—the registered community audit—for which we have high hopes. Certainly, there is a great need for more precise analysis of communities everywhere.

Our editorial staff constantly encounters the need for a more professional approach in the field of industrial expansion planning. This is true both of the firms which establish new units and of the local government groups which seek to attract them.

In fact, we'll stick our necks out and say that less than one percent of the nation's 300,000 manufacturers are doing a good job of expansion planning! And we'd say that less than 1,000 of the nation's 8,000 development groups have anything resembling a professional approach to area promotion.

But the poorest-informed business managers and developers are far ahead of the general public in awareness of the industrial planning facts of life. It is unfortunately (sometimes tragically) true that a large segment of our population lives in ignorance of what makes our communities tick.

We urgently need an aggressive long-range educational program to sell the typical American community two truths: (1) that industry is necessary, and (2) that industry can be a good neighbor. While these basic principles have been well sold in many areas, we know of no place where they have been oversold.

We were reminded of this recently after the appearance of our editorial survey (February issue) of the Washington, D. C. metropolitan area. In that report we described the fine program of the Washington Board of Trade designed to bring selected technical and industrial activities into the capital area.

It appears most of our informed readers saw the merit in the program. We have already learned of one blue-chip firm which has decided to take a good look at Washington as a possible site for an important new facility. But there was a surprising minority reaction from a few readers who expressed regret that we would encourage industry to locate in the Washington area.

These readers seemed to feel that we were urging the defacing of a national monument. One mentioned "smokestacks and dirty buildings alongside the Lincoln and Jefferson memorials."

This is exactly the same type of ill-informed comment that is heard at public zoning hearings before planning commissions across the country. There are still a number of people who think of modern industry in terms of 1890-vintage grimy brick facades with belching smokestacks and litter-strewn grounds.

This, of course, is about as reasonable as bringing to mind a Stanley Steamer every time an automobile is mentioned.

The public needs to be taught that industrial planners of today are militantly opposed to the committing of industrial development atrocities in the form of poor planning, lack of architectural merit, or inadequate landscaping. This feeling applies to all sections of the country, especially to Washington.

In fact, we feel so strongly about this that we've persuaded our affiliate, Industrial Sound Films, Inc., to produce a new color sound film which deals specifically with the need for providing space for industry in the community. Devoted largely to industrial zoning, it tells how a well-planned modern industrial area can have the air of a college campus, an asset in any community. The film will soon be available to business firms and development groups and we hope it gets a wide distribution.

* * *

Happily, we're not alone in the effort to do a better job of analyzing communities. Lunching with veteran plant locater Cliff Toal in Southern Railway's Washington headquarters recently we learned of a comprehensive study of some 600 incorporated communities along the SR system.

Studying the report, we were reminded that most cities are small. Seventy-five percent are less than 5,000 population. Eighty-five percent are under 10,000. Ninety-seven and a half percent are under 100,000.

Smaller communities, often ignored in the past, are now receiving the attention of professional developers throughout the country. We hope our new community audit program will help them.

* * *

Have you done a noteworthy job of landscaping your plant or building? If so, now's the time to enter the judging for the 1959 industrial landscaping awards of the American Association of Nurserymen. Chairman of the jury is NAM president Milton Lightner. Get entry forms from AAN at 635 Southern Building, Washington 5, D. C.

Grim reminder—we can't depend on anti-missile missiles alone! Our national security is weakened by the lack of an effective national industrial dispersal program. Every month that is lost in the establishment of such a program increases our vulnerability to Soviet attack and ultimate subjugation by communist forces.

Coming events: National Industrial Conference Board, Ambassador Hotel, Los Angeles, April 1-2, emphasis on marketing techniques. . . . Cornell University conference on Investments International, Ithaca, N. Y., April 17-18. . . . National Conference, American Society of Planning Officials, Hotel Leamington, Minneapolis, May 10-14. . . . 47th annual meeting, Chamber of Commerce of the U. S., Washington, D. C., April 26-29.

* * *

Our congratulations to Lewis Douglas, Ignacio Soto, George V. Christie, and the many others who put together the Arizona-Sonora development session in Tucson last month. This was a truly impressive program bringing together American and Mexican leaders for an intelligent discussion of mutual opportunities. Wish we could have such sessions all over the world.

* * *

Most interesting mailing piece we've seen recently is General Public Utilities' Site-Service Road Map with a small compass attached. We haven't checked the compass against those in our airplane, but the gimmick will undoubtedly steer a few more site-seekers to GPU location specialist Bill Jamieson and his alert crew at 67 Broad.

—H.M.C.

LETTERS

SIRS: There is an old Indian saying, "Never judge a man until you have spent a moon in his moccasins." It will therefore not become me to "judge" the article, "North Central Area Weather Factors," by Lother A. Joos but to make several comments:

It was extremely disappointing to have your magazine take a negative attitude toward an area when we always thought INDUSTRIAL DEVELOPMENT a *constructive* magazine dedicated to complete truths. We didn't think you would simply "parrot" popular misconceptions as was done in the article by Mr. Joos. . .

For your information the 30 year average annual snowfall in Wisconsin is 45.8 inches, in North Dakota it is 31 inches. Further New York has 68.7 inches, Maine 90, Washington 44.5, Oregon 35.6, Idaho 59 inches. *California shows 34.4 inches or more snow than North Dakota!* All of which goes to show there are 20 states with more average annual snowfall than North Dakota AND you can't make blanket statements derogatory to any given state based on *single* reports from *single* stations for *single* periods.

For your information North Dakota is 300 miles long and has a variety of climates. The "Climatic Atlas of the United States" Harvard University Press, indicates this in literally dozens of climatic maps. In virtually all their weather and climate maps North Dakota is divided into several weather areas. Any all-inclusive statements concerning weather such as used in your magazine article, "reading below minus 30 degrees occur every winter in the Northern tier of states," is either malicious gossip, half truth or ignorance.

Were we to follow the pattern of Mr. Joos' logic we could justifiably make the following statements:

1. The North Dakota vegatative season is the same as Colorado, Kansas, Indiana and Ohio.
2. The seeding date for grain is only 10 days later in North Dakota than New Mexico.
3. More cold waves come across Montana and Upper Minnesota than North Dakota.
4. The problems of "freeze and thaw" winters are more difficult in Kansas, Mississippi and Indiana than the North Dakota winter.

This article filled with inuendo directed at a popular brunt of weather stories, North Dakota, is inaccurate by inference, and incomplete by intent, or lack of knowledge.

Mr. Joos casually mentions D. I., Discomfort Index, as being important, then

promptly drops the matter. People in this area do not suffer with discomfort but to the contrary we are recognized as the "air-conditioned" area where people are comfortable all-year 'round.

I would like to submit that we know of no industry that has failed to locate here because of the weather or climate, nor do we know of any that have failed because of these factors. On the contrary, according to the "Climatic Atlas" the weather has the following effects in North Dakota:

Health and presence on the job—near the highest in the nation;

Climatic energy on the basis of output per factory worker—very high (nations highest rating);

Climatic efficiency as suggested by contrasts in human energy and health —very high (nations highest rating;) and

Longevity—near the nation's longest.

The ability of our people is substantiated by the fact that North Dakota ranked first in the Armed Forces Qualification Test by having the least selective service rejections for failure of Armed Forces Qualification Tests. . .

It is our hope the good people of this area will soon be in a position to tell the nation of the industrial potential of North Dakota. Until such time we would appreciate as few road blocks as possible . . . especially those just fabricated!

How about following the old Indian saying and "spend a moon in our moccasins."

GEORGE E. SCHMIDT
Industrial Development Specialist
North Dakota Economic Development Commission, Bismarck, North Dakota

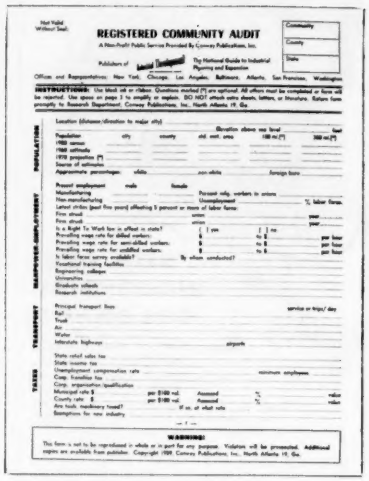
SIRS: The outspoken and energetic defense of the North Dakota climate by Mr. Schmidt should be applauded. If his own vigor is a result of the climate he praises then anyone should indeed be happy to "spend a moon in his moccasins." Unfortunately I have not lived in North Dakota and must depend on official records as the source of my climatic information.

Mr. Schmidt points out that his state has more than one climatic zone and infers that these were inadequately covered in my article. He is right. Faced with the task of discussing in a single article the dozens of climates in a twelve state area, I could only write in general principles illustrated and filled in with enough detail to make the description interesting and plausible. My purpose was not to sell "climate" but "climatology." I sought not to prove that the climate of North Dakota or any other state is good or bad but to show that the engineer and climatologist working as a team can maximize the climatic advantages and minimize the disadvantages of any industrial area.

I regret that Mr. Schmidt is unhappy with what I wrote. My report is accurate and free of intentional bias or misrepresentation.

LOTHAR A. JOOS
State Climatologist
Station A. Box 643
Champaign, Illinois

Here's a new plan whereby you may obtain, gratis, standardized audits of communities throughout the country. Local development units will furnish affidavits attesting to the accuracy of data contained in new reports to be placed in National Community Audit Registry. When the system is in full force, the registered audit will be a "must" for preliminary evaluation of competitive areas.



REGISTERED COMMUNITY AUDIT

A Non-Profit Public Service Provided By Conway Publications, Inc.

Publishers of Local Development — The National Guide to Industrial Planning and Expansion

Offices and Representatives: New York, Chicago, Los Angeles, Baltimore, Atlanta, San Francisco, Washington

INSTRUCTIONS: Use black ink or ribbon. Questions marked (*) are optional. All others must be completed or form will be rejected. Use space on page 2 to amplify or explain. DO NOT attach extra sheets, letters, or literature. Return form promptly to Research Department, Conway Publications, Inc., North Atlanta 19, Ga.

Community
County
State

POPULATION

EMPLOYMENT

TRANSPORT

TAXES

WARNING!

This form is not to be reproduced in whole or in part for any purpose. Violation will be prosecuted. Additional copies are available from publisher. Copyright 1959, Conway Publications, Inc., North Atlanta 19, Ga.

INTRODUCING: THE REGIS

SOME two-thirds of all new plants are located in medium and small communities. There are several thousand such communities throughout the country. It is obvious, therefore, that appraisal and comparison of communities is a matter of prime importance to planners in industry.

In fact, selection of the proper community for a new facility can very easily spell the difference between success and failure for a business venture. Despite outward similarities, American communities are distinctly different—a fact which is often overlooked.

The casual highway traveler, noting the same Kiwanis and Rotary signs at the city limits, may in the course of an afternoon drive through several dozen communities which, on the surface, seem almost identical. But the expansion planner who digs beneath the surface soon finds that there can be a world of difference between communities only a few miles apart.

One national firm recently made a site survey in which some really astounding figures were compiled. This firm discovered that, between best and worst communities, there could be, for example, a four-and-one-half year differential in median school years completed. Between two locations, there was a 700 percent difference in the number of engineers and scientists per one thousand population.

Comparing the worst and best possible locations, this firm found a 45 to 1 ratio in mental rejects by Selective Service. It found differences in average hourly wages in manufacturing of as much as 77 cents per hour. It found crime rates in one spot 40 times as high as in another.

Huge Variation

Going further, the company found per capita debt of $350 in one location and less than $1 in another. It found that the percentage of non-farm workers organized by unions was 6 times as great in one spot as in another, and that work stoppages per million non-farm employees were 12 times as great in one location as in another.

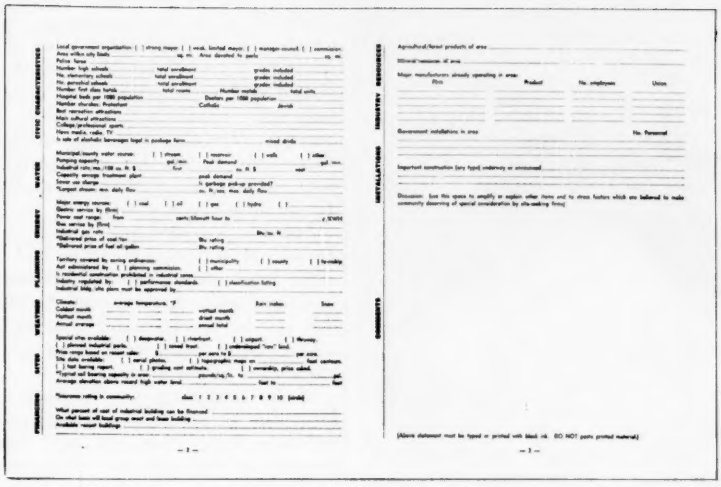
Continuing, the survey showed that the percentage of persons of voting age who voted in the last presidential election ranged from 22.1 percent in one area to 77.3 percent in another. It found that the accidental death rate was four times as great in some spots as in others and that community chest contributions per capita were 12 times as great in some areas as in others.

Significantly, every one of these factors represents an intangible which might not be seen in a casual glance at the community!

It is small wonder, then, that alert growth firms today are eager to make a careful appraisal of communities. But this is far from easy.

It is a surprising fact that despite wide interest in area development, there has been no central information source about American communities. Neither has there been a uniform method for presenting community data so that comparisons could be made quickly and conveniently.

To satisfy these needs, ID is happy to announce the establishment of a new national service—the *Registered* Community Audit. This new plan is designed to provide industry with factual sworn data on several thousand communities



TERED COMMUNITY AUDIT

in convenient and usable form. There will be no charge for the plan, which will be operated by ID as a public service.

Here's how the plan will work: communities interested in attracting industry will obtain community audit forms from ID headquarters, complete them, and submit them to ID for audit. Each form carries an affidavit attesting to accuracy of statements made.

When the form is received at ID headquarters it will be checked for completeness and authenticity. If standards are met, the form will be given a seal of approval and accepted for ID's National Community Audit Registry.

Any business firm which wants an audit of a given community need only contact ID headquarters. If an approved audit for that community is already on file, a photostatic copy will be mailed immediately. If no audit is on file, the community will be invited to submit one. No audit will be referred to a business firm unless the audit has been given the ID seal of approval.

Naturally, alert communities will file audit forms at once so that there will be no delay in furnishing audit data to interested firms. There will be no charge to the community for processing the audit, hence there should be no valid reason for a community to fail to submit audit data.

Substantial Effort

Of course, the preparation of the audit form will involve substantial effort on the part of the community development organization. In designing the form, every effort has been made to obtain a maximum amount of useful information in the smallest amount of space. ID's editorial advisory board, reflecting an impressive array of experience in the field, was consulted in the preparation each section of the audit form.

The audit form may be prepared by designated officers of established development organizations — generally, those groups eligible for listing in the annual Site Selection Handbook. A separate form should be submitted for each incorporated town or distinct community. Forms may also be submitted by larger cities, reporting on a metropolitan area basis if desired. Area development groups, such as state agencies, electric utilities, and railroads, may submit forms for communities within their jurisdiction.

The copyrighted form is the property of ID and cannot be reproduced by anyone for any purpose. This provision will be enforced rigidly to guarantee that only valid forms are circulated. Thus, the business firm receiving an ID registered community audit can be certain of its authenticity.

First question on the form deals with population. It asks for population as of the 1950 census and for estimates for 1960 and 1970. Source of estimates should be indicated. Population is to be given for the city limits, county, metropolitan area, 100 mile radius, and 300 mile radius. Where exact census data is not available, estimates must be made to the best of the ability of the respondent.

With respect to employment, present figures are required for both male and female employment in manufacturing and in non-manufacturing. Approximate unemployment is given as a per-

centage of the labor force. Percentage of manufacturing workers in labor unions must be estimated, and data is required as to the last major strike which affected 5 percent or more of the working force. Prevailing wages for skilled and unskilled workers must be indicated within broad ranges. The questionnaire also wants to know the commuting radius for a majority of area workers and whether a state Right To Work law is in effect.

Space is provided for a phrase about vocational training facilities and another for colleges and universities. If the community has unusual facilities, this can be covered later in a section provided for a statement about special attractions in the area.

Under transportation, the audit asks for a list of principal transport lines, including rail, truck, air, and water. Number of trips per day is requested.

Information is asked regarding the mayor or local government head, the county government, the majority in the state legislature, the governor, and representation in the US Congress.

Tax Information

Taxes are outlined in a section which includes state retail sales tax, state income tax, unemployment compensation rate, corporation franchise tax, corporation organization and or qualification fees, and property taxes. Municipal and county rates and assessment practices are included. A place is left to indicate tax exemptions offered incoming industry.

The audit also covers water supply, electrical and gas services, planning and zoning, climate, and such civic features as schools, churches, hotels, motels, news media, and recreational facilities.

Under industrial sites there are questions about land costs, types of sites available, and site information which can be furnished. Another group of questions deals with plant financing arrangements and vacant buildings. A brief statement lists principal agricultural and mineral resources of the area.

Space is provided for listing the major manufacturers already located in the area and their date of establishment. Another space is provided for listing important construction work underway.

Realizing that a standardized audit form may not reveal the distinct features of a community, the form also provides space where a statement can be made concerning the factors local people believe to be outstanding. This

space can also be used for amplification of answers to other questions or for explanation of data which might require discussion for understanding.

For example, if a community happens to have four outstanding universities with scientific laboratories, it would be proper to include a complete discussion of these facilities under the space provided for special community attractions. Each community will differ somewhat as to the features which deserve detailed coverage.

Seeking Industry

Another group of questions determines how seriously the community seeks industry. Data is required on annual budget of the local development agency, full-time personnel, funds for building projects, and major data reports published.

Finally, at the close of the audit the person submitting community data is required to execute an affidavit attesting to the truthfulness and accuracy of the answers given. This is believed to be the first time that sworn data, widely used in other audit fields, has been introduced into community promotion activity.

The last space on the audit form is reserved for comments by ID staff auditors. If any portion of the audit appears questionable or requiring comment, this observation will be placed on the audit form and will become a part of it.

At this point it should be stressed that the ID staff will be extremely zealous in protecting the integrity of the registered community audit. It will be useless for communities to submit incomplete forms because they will be promptly rejected. ID's position will be that if a community is not sufficiently interested to provide *complete* information, the community should not receive serious consideration as a plant site.

If, however, a question on the form should for some reason be inapplicable to a given community, the audit form will be accepted with this omission, provided suitable explanation is given on the audit form.

Another point must also be emphasized: no community literature, letters, or other supporting material should be submitted with the audit form. Such material will be discarded without consideration. The objective of the audit program is to provide industry with a simple, one-piece, basic form which is uniform for all communities.

Obviously, it is recognized that the ID community audit will not be adequate for a complete site investigation. It is not envisioned that any firm will select a site simply by scanning a group of audit forms.

Purpose of the audit is to give preliminary information only. Once a firm has screened out the communities which obviously do not meet specifications, direct contact will undoubtedly be made and more extensive information will be obtained. At this point, additional reports and literature can be used effectively by the community.

Many other uses for the sworn community data are envisioned. For example, such data may be submitted to such bodies as public service commissions, Interstate Commerce Commission, Federal Aeronautics Administration, Federal Communications Commission, and other official bodies in support of various applications and proposals.

Ready In April

Timetable for establishment of the service calls for audit forms to be ready for distribution to communities in April. Several hundred communities should be audited during the summer and the total should exceed one thousand by the end of the year.

Consideration is being given to a plan whereby state development agencies, railroads, utilities, and other area groups may cooperate in assembling and distributing the audit reports.

At least in the early stages of the program a list of accepted audits will be published monthly in ID.

Again, it should be stressed that this service involves no charge either to company or community. There is no tie-in with advertising or other "gimmick". Questions will be welcomed.

All advertising, whether it lies in the field of business or of politics, will carry success by continuity and regular uniformity of application.
ADOLF HITLER
(1889-1945)

Nothing in life is so exhilarating as to be shot at without result.
WINSTON SPENCER CHURCHILL
(1874-)

Adversity is sometimes hard upon a man; but for one man who can stand prosperity, there are a hundred that will stand adversity.
THOMAS CARLYLE
(1795-1881)

The chairman of one of the nation's largest rubber companies, which is moving heavily into new product development, predicts that the plastics industry may become the most important in the world. He explains here his company's plan for continued fast growth . . .

Wendell Smith, research scientist, examines calcite crystals which have just been bombarded by two-million volt electrons. The Van de Graaff electron accelerator installed in U. S. Rubber's new Research Center will enable the company to learn more about the effects of atomic energy on its products, speeding the development of new rubbers and plastics.

U. S. Rubber builds...

A FUTURE KEYED TO RESEARCH

By H. E. Humphreys, Jr.
Chairman of the Board, United States Rubber Co.

THE plastics industry holds promise of becoming the greatest industry, perhaps, the world has ever known.

This is a bold statement, yet few thinking businessmen will dispute it. For the evidence is all there of a good past, a solid present and a golden future.

At the outset plastics were something that a few energetic young men had gone into with little capital and only a vague idea of how and where to sell their product. Today, plastics is a multi-million dollar industry, a vital part of many major companies, including my own.

We got into the plastics business the way many major producers did. There were two ingredients: service and experience.

All large companies are looking for new products for their customers, new ways to make our daily living easier and more fruitful. As a new material is uncovered, extensive appraisal is made of its worth and possible applications.

So it was with plastics. This material had many advantages over some conventional materials and its use was acceptable to the public.

Our other ingredient—experience—in handling and fabricating rubber, and in the use of similar machinery and applications made our expansion into plastics easy.

Many companies, such as United States Rubber Co., are intimately involved in supplying plastic resins to manufacturers today as well as fabricating their own plastic products. Out of our Naugatuck Chemical division's resins, for example, come boat hulls, innumerable automobile parts, interior decoration panels, plastic pipe and fittings, and a thousand and one other items that are used by the individual consumer or by industry itself.

And there is room for all in the plastics industry. Consider, if you will, past production. In the last 10 years, the volume of plastics production has more than tripled around the globe. In the past 20 years, output has increased more than 20-fold.

Last year alone, nine billion pounds of plastics was produced. That's 30 per cent greater than the world output of rubber — natural and synthetic combined—of seven billion pounds.

In the U. S. we used 24 pounds of plastics per person last year, as compared to only 19 pounds of rubber. Overseas, of course, per capita consumption was not nearly as high even though their poundage production of resin has quadrupled in the last decade.

Looking ahead, it seems conservative to expect world production to just about triple in the next 10 years. This would bring world consumption up to 27 billion pounds by 1968.

Suppose for a moment that per capita consumption just in Europe were to advance to our 24-pound level (we're also assuming the U. S. would stand still, which it will not). That increased consumption on just one continent would add another 11 billion pounds to world consumption.

That would be increasing the international plastics output by 120 per cent. Thus you can see my figures may be well under what may actually happen.

Where are all these plastics going? We need only look around ourselves for a partial answer to the question, for plastics are taking an active part in the daily lives of all of us.

We are wearing plastics in raincoats and cold-weather jackets.

We are walking on plastics in floor tiles, foam rug padding and even in plastic-soled footwear.

We are eating from plastics—dishes, drinking utensils, table cloths.

We travel on plastics — in foam cushioning, upholstery materials, seat and wall panels, floor coverings of many kinds, even in plastic-bodied automobiles, aircraft and boats.

We play with plastics—in boats once again, rollerskate wheels, balls, dolls, games, beach balls, and even hula hoops.

Plastics are everywhere in our homes —curtains and upholstery fixtures, foam seating and rug padding, paint. Plastic panels decorate our walls, plastics cover many floors. Our radios, television sets and phonographs may have plastic bodies.

A roll of plastic hose may lay curled out on your lawn.

When we go to the stores, we are literally surrounded by plastics. About 10 per cent of our production is going into packaging these days and it has literally created a revolution in merchandising methods.

The pre-packaging of foods and other items in plastics has contributed in large measure to the success of the American supermarket and highway store.

Industry has also adopted plastics in piping and housings, hoppers, gears and many other places.

It is common practice to think of a plastic as a substitute material for other items, implying that the plastics industry is gaining at the expense of more traditional products, such as steel, rubber, wood, paper, ceramics, glass and others.

Actually, plastics are aiding many of these industries. Plastics have come to the aid of many of the materials mentioned as a supplemental or strengthening agent. They have opened new markets and methods of business, thereby increasing the potential market for all types of industries.

Most of the other materials we have mentioned are still growing in volume in the uses for which they are best suited. And many of them—such as paper—actually will be aided by plastics since the swollen demand for them can be partially met by the new material.

Our requirements for wood and paper are not tapering off, certainly. But the use of plastics in the building industry frees the pulp that would be used there for other jobs which can best be filled by the papermakers.

Plastics certainly have come a long way in the past 15 years. As the nation came out of World War II, the industry was in what might be called the "little red gadget stage."

Launching his business career at the age of 17, H. E. Humphreys, Jr., started to work as a clerk in the offices of the Pennsylvania Railroad at Philadelphia, his native city. Subsequently he worked as a stenographer for Toledo Scale Company, as an auditor for Price, Waterhouse and Company, and became secretary and assistant treasurer for Christiana Securities Company. In 1938 he was elected a vice president, director, member of the executive committee and member of the finance committee of United States Rubber Company. He is now chairman of the board and the executive committee, and chief executive officer. He is a director of a number of other companies and a leader in many fraternal, civic and educational endeavors.

Not Just Substitutes

Most people thought of plastics in terms of colorful but cheap substitutes for wartime-scarce metals and other materials. Experience with wartime plastics had naturally led them to this conclusion, since most of the combs, toys, brush handles, radio cabinets and other plastic products which they used were of a cheap, breakable nature.

But research and development people went to work with a will and created a new world of plastics. They discovered, developed, produced and merchandized more versatile types of plastics. They created new machinery and new techniques for making better products, more quickly and at a lower cost. They created new markets and, as we have said, strengthened existing markets by adapting their materials to fit special needs.

Today, scarcely anyone looks upon plastics as a substitute material but as a quality product, adapted to specific needs.

While the plastics industry was largely an American vocation at the close of World War II, the picture has been steadily changing. In the decade following 1938 U. S. production had grown to two-thirds of the world's yearly output.

But since 1948, even though U. S. production has been steadily increasing, world output has surged ahead so startlingly that our share of global output today has declined to only one-half.

Poundage production of resin outside the United States has quadrupled in the past 10 years and continues to grow.

With the challenges of the missile and space age, research and development on plastics will continue to expand. I see four directions in which the plastics industry's research effort will be directed:

First, in the direction of developing types of plastics with better resistance to heat.

Military demands brought on by experiments in supersonic flight already require plastic materials that will withstand temperatures in the 300° to 500° Fahrenheit range. Before long, our armed forces will need large quantities of materials to withstand 1,000° to 5,000° F. temperatures for their expanding missile work.

A 2,000° F. goal has been set by the plastics industry itself as a first step in satisfying these increasing military requirements as well as those of a changing American industrial world which is perfecting even now production techniques that may well require the selfsame materials.

One step along the road to this demanding research goal, for example, is

Vibrin 136A, a heat-resistant thermosetting material that will withstand temperatures in the 500° to 600° F. range for extended periods of time and will withstand up to 1,000° F. for a momentary surge. This polyester plastic was developed jointly by United States Rubber and the Boeing Airplane Co., and has approximately twice the heat resistance of previous polyester plastic resins.

Vibrin 136A already is used as a radome and nose cone material in Air Force jet bombers and tankers. Here it has proven especially effective because the material's radar transparency is approximately 10 times better than that of previously-used polyesters.

Though devised principally for military applications, this plastic is under study for application in industry because of its unusual properties.

Similar successes are being reported regularly by the plastics industry as suppliers and users team up to solve problems presented by changing requirements.

Second, the reverse of high temperatures presents just as thorny a research goal. Space flight, which is closer than ever to reality, demands materials that will do their jobs at very low temperatures.

Third, we must develop types of plastics that can be produced and sold at a lower cost than previous types. As cost barriers are broken in a major market the use of a given plastic increases almost at once.

In the building field, for example, though plastics already play a significant part in building construction, the really big market is awaiting those plastics that can compete with wood and other traditional materials on a cost basis and still carry the advantage of superior resistance to weathering, rot, rust, corrosion and cracking.

Last, we must keep multiplying the variety of plastics to meet new needs and create new markets. Already we find some plastics competing not only with the older materials but with other plastics as well.

To reach these four goals and many other related objectives, industry must be ready to spend whatever is necessary and practical in research and development. And it is my impression that industry is meeting this challenge squarely.

At U. S. Rubber, to cite my own company, we are in the second year of a research and development program that will cost over $120 million by 1962. Experimentation is going on at 22 different company locations, from our $5 million Research Center at Wayne, N. J., to far-off laboratories on our Malayan and Indonesian rubber plantations.

My company is one of 10 leading American corporations that owns and operates the world's largest privately-run nuclear research reactor. This five-million-watt facility, known as Industrial Reactor Laboratories, Inc., and located in Plainsboro, N. J., went into operation at the beginning of this year to serve as an important new tool for basic and applied research. The 10 companies include a mechanical goods maker, a tobacco company, a powder and chemical maker, a metal fabricator, a glass company, a chemical organization, a radio and electronics leader, an oil company and a lead company in addition to us.

"Atoms For Peace"

IRL is another $5 million investment in the future and a major contribution by private enterprise to President Eisenhower's 'Atoms for Peace' program.

The IRL facility and my company's other research and development efforts are not being concentrated wholly on plastics, of course, but plastics are one of the major new lines which will mean so much to the continued prosperity and growth of my company and of the nation as a whole.

Similar research and development work must be done in the traditional products of American industry. One of my company's principal products is the automobile and truck tire. Here our research is striving to develop tires of such superior quality that they will give entirely safe, trouble-free performance at ever increasing turnpike speeds.

We are also working to bridge the gap between rubber and metals. Research and development seeks to provide a range of hardness, toughness and stretchiness all the way from rubber to metal by developing a whole new list of rubber types and of plastics as well as blends of the two.

Another goal of our research effort is to unlock the wealth of atomic industry as it applies to all of our products. We are already curing rubber by radiation and using other atomic by-products to perfect techniques and materials.

In the near future, we can see a flood of new materials resulting from atomic energy. We can envision new processes in which atomic energy does the work of today's processes without using heat, pressure, catalysts and chemicals.

Atomic research will help us design industrial rubber products such as gaskets, packings, rubber tank linings and fabrics which will withstand the effects of atomic radiation.

Research at our nuclear reactors also will help us determine the feasibility of a reactor designed to produce both radiation for these processes and steam for heat or power.

We expect to produce radioactive isotopes by exposing various elements to the neutrons from the reactor. In these studies we will seek new uses for these radioactive materials.

Non-atomic research also will continue to play an important part in our operations as well, of course. And development of current experimental findings will continue to mean new products that will enrich all our lives. The future of plastics, our concern here, is therefore unlimited, as are the futures of those men and companies who have had the vision to become part of this comparatively young industry and who continue to move ahead in the search to better tomorrow.

As I said a year-and-a-half ago at the dedication of our own Research Center, all our aspirations are wrapped up in research and development. In the age in which we live, I can see no other way.

Area Development Grads Are Coming

TUCSON, ARIZ. The University of Arizona here will have some eight graduates with majors in area development, finishing in May or August this year, according to Andrew W. Wilson, associate professor in the College of Business and Public Administration, Department of Business Administration.

These men will receive B. S. in Business Administration degrees from the College which is a fully accredited division of the University.

Noting that the program of training was developed along the lines suggested by Victor Roterus, chief, Office of Area Development, U. S. Department of Commerce, Professor Wilson said these graduates will have an excellent background for beginning industrial development and related work.

GREAT LAKES LEADERS READY FOR NEW GROWTH

Industrialists view the North Central area of the nation, already heavily industrialized, as a section that continues to have great potential, offering a market rapidly growing in size and diversity. Electronics and automation will be the key factors in this sustained development.

ANN ARBOR, MICH. During the next several years the nation will see what may be called the Second Industrial Revolution, and this revolution will be based upon the continued explosive growth of electronics.

That assertion was made here by Don G. Mitchell, chairman of the board of Sylvania Electric Products Company, before the recent Great Lakes States Industrial Development Conference.

"I don't care what industrial or commercial field you have in mind," he asserted, "each one is destined to go through an electronic revolution in the next five or 10 years."

Explaining that electronics means television, radio, radar, "electronic brains or computers," X-ray and so on, Mr. Mitchell added: "The wide area covered by just those few applications tells the story—electronics is as big as the universe. And that is literally true, because electronics put the satellites up there, and now all electronics has to do is to figure out how to bring them down."

In stressing the necissity for continued industrial expansion, Mr. Mitchell predicted that American business as a whole will make larger capital expenditures in the next five or six years than in the past 25. "That goes not only for manufacturing industry, but banks and transportation and the entire wide range of service industries.

"In these competitive days," he declared," it is a matter of survival. Those who don't make new capital expenditures will see their business and their investment washed down the drain by obsolescence.

"Present-day plants and equipment could never begin to do all of the work that will be required even in the foreseeable future. This presents an enormous planning problem to every businessman in the country. The backdrop against which everyone in the industry must look at the future is this: The rate of automation will have to be increased, let alone maintained, if we are to meet the future demands of this economy of ours."

In another discussion of the outlook for sistained industrial growth, an executive of Ford Motor Company told the group that, "Solid growth is achieved by development of new and improved products and techniques of production and distribution."

G. P. Hitchings, manager of the Economic Analysis Department of Ford, said further that income generated from production must flow to both employees and owners in such a way as to stimulate the optimum combination of consumption and further investment.

In line with the observation made by Mr. Mitchell, the Ford official said a substantial investment in capacity to produce new products or to produce existing products more efficiently is needed if the nation is to achieve potential future growth in standards of living.

Taking a look at the future of the automobile industry in the Great Lakes

Every industrial and commercial enterprise "is destined to go through an electronic revolution in the next five or 10 years."—Don G. Michell, board chairman, Sylvania Electric Products.

"Solid growth is achieved by development of new and improved products and techniques of production and distribution."—G. P. Hitchings, manager of Ford Motor's Economic Analysis Department.

The "industrially rich" Great Lakes States region "will always be the heartland of motor vehicle manufacturing."—Harry A. Williams, managing director of the Automobile Manufacturers Association.

R. L. Wolf, director of area development for Ohio Power Company, is the 1959 president of the Great Lakes States Industrial Development Council.

States, where it is already concentrated, another speaker declared: "This industrially rich region will always be the heartland of motor vehicle manufacturing."

Harry A. Williams, managing director of the Automobile Manufacturers Association, pointed out that the area, including states adjoining the five Great Lakes States, accounts for more than a third of the total domestic automotive market, yet it comprises less than a fifth of the total land area of the continental United States.

Mr. Williams noted, however, that assembly plants have been built in recent years near important markets. This enables the industry to deliver the final product more quickly and generally to serve regional markets more effectively.

On the other hand, heavy manufacturing has been located near sources of materials, supplies, technical services and transportation. In this case, according to Mr. Williams, "the Great Lakes States have a permanent advantage."

The production of automobiles has been, certainly, a growth industry in the past, and it certainly will be in the future.

Mr. Williams based this assumption on the fact that by 1975 the population of the United States will have grown from its present 175 million to an estimated 230 million, and 16 years from now there will be 30 per cent more people of driving age than there are today.

Other factors to result in an increased demand for automobiles include the trend toward suburban living—with ownership of two or more cars increasing—and the uptrend in real family income.

"The nation's population is not only growing but proportionately the American people have a greater need for automobiles and a greater financial capacity to buy them than ever before. These trends," Mr. Williams opined, "are expected to continue in the foreseeable future."

A number of other speakers on the program discussed various factors which can help the Great Lakes States communities to attract more industry.

President of the Great Lakes States Industrial Development Council for 1959 is R. L. Wolf, director of area development for Ohio Power Company, Canton. Secretary-treasurer is Mrs. Rosemary Martin, head of the industrial division of the Columbus Area Chamber of Commerce, Columbus.

MOVING PERSONNEL?

The problem of moving personnel from one community to another is one faced by many firms. Here are some helpful hints on how this may be accomplished with a minimum of annoyance to employers and employees . . .

SO you've settled on the location of your branch plant. The community has all the major factors you want and need, you've acquired a specific site with necessary utilities and transportation facilities at hand, and the general contract has been let for construction of the plant.

You plan to recruit your production workers from the ample local supply, but your operation requires that certain executives and skilled technicians must be moved to your new branch from a couple of other distant facilities in your company system. What will your approach be in effecting the move of these people? How can you accomplish the best results with the least upset to your employees?

Some interesting and constructive answers to these and other questions that arise in connection with moving personnel have been assembled by Greyvan Lines, Inc., in a series of studies entitled "The Human Side of Moving."

To get some idea of typical company policy on personnel transfer, Greyvan sent a questionnaire to nearly 2,000 companies large and small. At the same time, questionnaires were sent to some 1,000 employees who had been moved more than eight months and less than 18 months before the survey was made. The gist of the latter study was, "What does the employee think the company should do?"

The employee questionniare paralleled some of the questions asked of the employers—what part of the moving expense the employer had paid; what the company had done to help with the moving and getting settled in the new community. It also went into several other phases of the family's moving and adjustment problems.

One question read, "Do you feel that your employer paid a fair and reasonable share of the expense of your moving?" The answer in 84 per cent of the cases was "yes." However, there were also plenty of complaints.

An analysis of the various grievances shows that they arise not so much from the amount of expense money paid as from the way the transfer was handled. The most common cause of complaint is there was no clear understanding in advance as to just what expense would be paid.

The employee who has been asked to move for the convenience of the company understandably feels that the company should pay the direct costs of that move. When he puts in an expense account for what he regards as legitimate costs and has items amounting to hundreds of dollars disallowed, it is not only a blow to his budget but an affront to his pride.

The Greyvan report notes further that another group of difficulties springs up when a man must sell his home and buy another. Fortunately, these troubles are not frequent. Most home owners report that they sold without serious difficulty, but in 19 per cent of the cases the owner was not able to sell the house for what he thought it was worth before he moved.

Not having sold his house, he is usually unable to make a down payment on a new one. Sometimes the family stays on in the old house, while the husband goes on to the new job. He lives in a hotel or boarding house. How long does the company pay his additional living expenses? Ho frequently does it pay for a trip home to visit the family? What are the chances of such a situation leading to a marital break up?

Another possibility is that the family moves into a rented house or apartment in the new city until the old house is sold. Does the company pay the rent and for how long? If the company doesn't pay, the employee is put to an extra expense so burdensome it may be disastrous. If the company does pay, the employee is under little economic pressure to sell the old house and may hold out for an unrealistic figure. And, who pays for the second moving?

There is ample evidence in the remarks on the quesionnaires that neither of these courses is satisfactory to the family. Most companies today believe it is cheaper for the company, as well as making for better employee relations, to help the employee avoid such a situation.

Of the employers covered by the survey, 46 per cent have some such program. Seven per cent take the house off his hands, nineteen per cent will advance the down payment on a new house, and 20 per cent meet the situation in different ways.

Such a program sounds expensive, but actually it isn't. As shown by the survey, only 19 per cent of the people moved needed this kind of help.

When the company takes over the house, it does so on the basis of an impartial appraisal—often on the average of three independent appraisals. Some companies make it a policy to offer the home owner a free appraisal before he attempts to sell. Most owners start out with an exaggerated valuation and a professional appraisal helps them to set an asking price at which the house should move.

If the company advances a down payment, it normally protects its loan with a second mortgage. So even if the man leaves its employ, the company is not likely to lose much.

No man can do his best work if his mind is full of the perplexing and unfamiliar problems of moving, selling, buying, mortgages. Add to this the emotional problems of family separation or bitterness over what seems to him a raw deal, and it is easy to see how the indirect cost in diminished efficiency and lost loyalty can far exceed the direct cost of moving.

The prime objective of a moving policy should be to conserve the time, the energy and the company loyalty of the man who is being asked to transfer. To move him with the least possible damage to his happiness and efficiency may not cost much more in dollars than to move him clumsily. What it does require is the same degree of care in planning and supervision as is needed in any other function of the business.

Two basic recommendations made by Greyvan on the subject of moving personnel are that (1) the company should centralize responsibility and (2) should have a moving manual.

In centralizing responsibility, you should have one person in your organization who is responsible for every phase of the transfer: One person to whom the transferred employee should go—and to whom he is urged to go—with any question, problem or worry.

In a small company this would be just one more responsibility for some busy executive. In a larger company, it could well be a full-time job. Under some circumstances it might be a part-time responsibility for a person in each plant or branch office, but in that case the work should be closely supervised by one person who would set policies and see that they were uniformly carried through.

This person, who may be dubbed the "Moving Coordinator," would make all arrangements with the moving company; approve moving bills and handle any complaints and adjustments. He would approve all other expense accounts in connection with movings.

This is necessary to assure uniform treatment for all departments. He would advise with the transferee on any real estate problems. He would approve any necessary trips to look for a house. If any temporary living arrangements are to be at company expense, they would have to have his advance approval.

Because he was handling such matters all the time, the Moving Coordinator would know the answers to problems which would be outside the experience of the average person. He should be ever conscious of his responsibility to relieve the transferee of troubles, anxiety, and uncertainty so that the move would not take his mind off his regular work nor impair his efficiency.

Like any other specialist, the Moving Coordinator saves his company money because he operates as a pro instead of as an amateur.

The moving manual can be a simple mimeographed sheet, or it can be a nicely printed, illustrated booklet. The important thing is that it should set forth just what the company will do under all usual circumstances. It can't possibly anticipate everything that might happen, but by its statement of principles it can set a pattern for the equitable solution of exceptional cases.

Once you get this down on paper, it not only answers 90 per cent of the questions and uncertainties, but it gives everyone confidence that he is getting the same treatment as everyone else. It discourages the potential chiseler and assures a fair break for the conscientious.

Greyvan Lines, Inc., has headquarters at 57 West Grand Avenue, Chicago 10, Illinois.

IOWA

THESE 5 BASIC FACTORS ARE SPEEDING IOWA'S EXPANDING ECONOMY

IOWA ADDED ONE NEW INDUSTRY EVERY NINE DAYS DURING 1958

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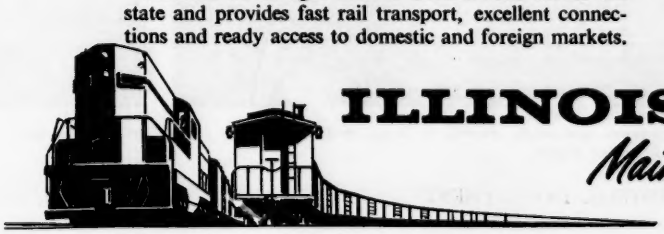
Plot your plant in IOWA

Traditionally agricultural, Iowa, in recent years has gained increasing favor as an excellent location for new industrial developments.

Good reason, too . . . for companies with an eye to expansion, Iowa offers land in plenty at reasonable asking prices. Central geographic location, abundant fresh water supplied by the Mississippi and Missouri rivers and their tributaries and proximity to raw materials from all points of the compass make Iowa a prime choice for many industries.

Another advantage: Illinois Central runs across the state and provides fast rail transport, excellent connections and ready access to domestic and foreign markets.

For full information on choice Iowa sites contact J. S. Frost, Illinois Central Railroad, 135 East 11th Place, Chicago. Your inquiries will be held in the strictest confidence.



ILLINOIS CENTRAL

Main Line of Mid-America

Iowa has an unusual number of small and middle-size cities in the size bracket considered ideal by many site-seeking firms. These typically-American communities, with their aggressive self-improvement programs, merit your most careful consideration.

DES MOINES. Seven hundred civic leaders from throughout the state crowded the Fort Des Moines Hotel here recently to hear the results of a contest. The grand ballroom was loaded to capacity and people were standing outside in the corridors.

You'd have thought one of the big TV giveaway shows was in town. The stakes obviously were high and excitement was in the air as the winners were announced.

But there were no mink coats, diamonds, or all-expense-paid trips to Paris. There were not even any big checks.

The occasion was the Fifth Annual Iowa Industrial Development Clinic, and the awards were for Iowa community groups which had shown the most desire, done the best organizing job, and made the most effective contacts with prospective industries during the past year.

The immediate payoff was in trophies and plaques. But far more important to the contestants was the ultimate payoff in new industrial growth which would mean greater prosperity for them.

THE COMMUNITY IS

Iowa Development Commission Director Ed B. Storey (left) presents community awards to Bruce Walter of North English (at left), to Ben F. Carter, Jr., Forrest City, (center) and Miss Alice Timmins, Cherokee (right).

Looking at the long-term view, this was in fact an incentive greater than any TV show could offer.

The Iowa clinic, unheralded outside the state, is a significant barometer of feeling in this area. Attendance on a frigid day was better than 700, some 50 more than attended the session last year. So far as ID has been able to discover in reporting such sessions for a number of years, more people attend these community workshops in Iowa than in any other state.

There is no doubt, then, that in Iowa the community's the thing.

And this is no accident. Alert Iowa developers have recognized two important facts: first, that industry today is putting community characteristics high up on its list of site factors, and, second, that Iowa has an unusually good distribution of population among a number of small and medium-sized cities.

A high proportion of Iowa communities fall into the bracket considered ideal by a majority of site-seeking firms. This ideal city is large enough to offer good basic services and utilities, but not so large that congestion is a problem.

In many states, as much as half the population is found in one major city, with much of the balance in "satellites". Frequently this leads to a basic conflict between the big-city faction and the rural or small-city group.

But Iowa is fortunate. According to the 1950 census, there were 47 cities over 5,000 population, but none over 250,000! Moreover, the key cities are well-distributed geographically, from Davenport in the East to Council Bluffs in the West.

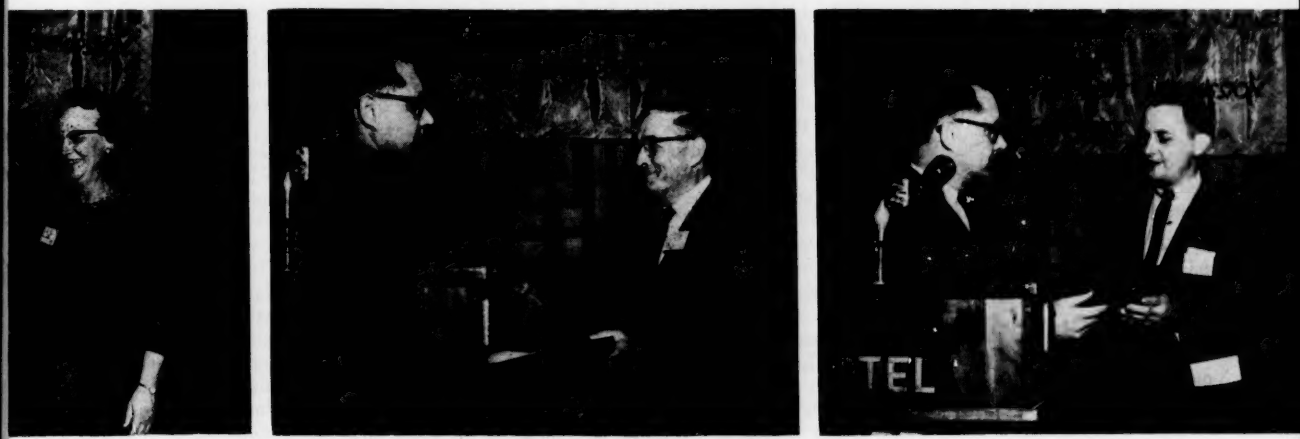
Iowans are well-advised, therefore, to base their developments efforts on community improvement and action at the local level. That this program is paying off is evident from the records examined during this year's judging. Let's look at some of the entries:

Among the larger cities, the big prizes were won this year by Clinton and Mason City. Clinton got first place for organization and Mason City ran first in the desire column. The two cities shared first place in industrial contact work. Here's the Clinton story:

Late in 1953, as a result of lost payrolls, migration of young people from Clinton seeking employment elsewhere, empty choice retail outlets, and an increasing number of vacant factory buildings, the new industry committee of the Chamber of Commerce formed a new civic, nonprofit corporation called the Clinton Development Company. Its purpose was to attract new industry to the Clinton area, assist local industry to expand, provide increased payrolls, and broaden the economic base of Clinton.

By 1953, Iowa, which was predominantly an agricultural state was awakened to the fact that its young people were being forced off farms due to mechanization and were migrating from Iowa to cities and states affording employment opportunities in industries. Clinton, as one of Iowa's larger cities, had a responsibility to create the jobs necessary to retain the best educated young people in the country. The Clinton Development Company accepted the challenge and in 1954 more than 100 workers raised through their efforts more than $263,000 for Clinton's new

THE THING IN IOWA!



Continuing the roll call of community award winners Storey congratulates John Pritchard, Britt, (left) and Robert Stapleton, Clinton, (right).

industrial development program. More than 356 members constitute the Development Company.

One of the first major projects of CDC was the acquisition of a 180 acre manufacturing zoned parcel of vacant property located on switch track and highway, with utilities, on which a modern, well-planned industrial district has been started. A city-wide contest resulted in the naming of the district as "Manufacturing Meadows." The famous architectural and engineering firm of Skidmore, Owings & Merrill, of Chicago, prepared a master plan development study for it.

Since acquiring title, 45 acres have been sold to: the J. B. Beaird Company of Shreveport, Louisiana, manufacturers of LP-gas systems; Foley & Paulson Construction Company; and The Lord Baltimore Press of Maryland, one of the nation's leading producers of packaging materials. Beaird now employs 80 persons and plans eventually to expand to 500 or more. Lord Baltimore has completed a 90,000 square foot, air-conditioned plant employing over 100. This operation will eventually be expanded to 300 employees and 250,000 square feet of plant space.

In addition to making vacant property available for sale at a reasonable price, the Development Company has been instrumental in selling or assisting in leasing vacant existing buildings to many other firms—Pennsylvania Tire Company has relocated its central division sales offices and warehouse facilities from Chicago for the manufacture of retread rubber in Clinton. A. C. Nielsen Company, the research organization, has established a new Coupon Clearing House in Clinton and has doubled its space since January, 1957. At present over 180 persons are employed by this company. Other recent additions to Clinton include: Clinton Electric Supply, Inc., Continental Baking Company, River Fruit Distributors, Inc.—a newly-formed Iowa corporation that processes and packages fruit and vegetables; Peter Pan Bakery, Omar, Inc., and Warren Supply Company.

Perhaps the largest addition has been the consolidation of 14 car shop repair facilities by the Chicago & North Western Railway. The annual production capacity of the car shops is the repair of 7,000 freight cars and the construction of 1,000 new cars. Other facilities include a modern wheel shop, airbrake and accessory shop, welfare building, office building, and powerhouse. The cost of the new facility is over six million dollars. Present employment is over 400.

Existing industry continues to expand. Clinton Corn Processing Company, a division of Standard Brands, Inc., continues to expand with a new $750,000 research building. This company has 87 buildings covering 40 acres with additional acreage reserved for future expansion.

Du Pont has the world's largest cellophane plant at Clinton, has expanded to add ten million pounds of cellophane to its annual production capacity. Other recent additions at du Pont include a new technical building, a new water tower, a new warehouse, a new recreation center building, and air-conditioning and remodeling of the office building. The plant occupies a 220 acre site.

The Collis Company, manufacturers of wire products in Clinton for 55 years, have a new metal finishing building and a warehouse, all part of a $500,000 expansion. Dairypak-Butler, Inc., milk carton manufacturer, has added a new building. It has doubled capacity during the past three years.

Allied Structural Steel Companies, fabricators of structural steel, have expanded facilities by three additions. Curtis Companies, Inc., manufacturer and jobber of woodwork, Clinton's oldest industry, is adding over 100 persons to its payroll. Other Clinton industries that have recently expanded include the Allen Printing Company, The Pillsbury Company and Climax Engine Manufacturing Company.

New Job Opportunities

As a result of new industry acquisition and expanding industry, over 1,000 new job opportunities have been created. This means that more than four million dollars in annual payrolls have been added for local business to enjoy. More than fifteen million dollars has been expended by these industries in their expansion programs.

As Clinton awakened, the need for an intelligent analysis of the Clinton public school system became apparent and in 1951 the city retained a committee on Field Services, Department of Education, University of Chicago to make an exhaustive study. The Reavis Study analyzed the organization of the public school system, present and prospective school enrollment, public school sites, the school plant, the ability of Clinton to finance its school building needs, and a summary of findings and recommendations. Since the survey was published, improvements have been made

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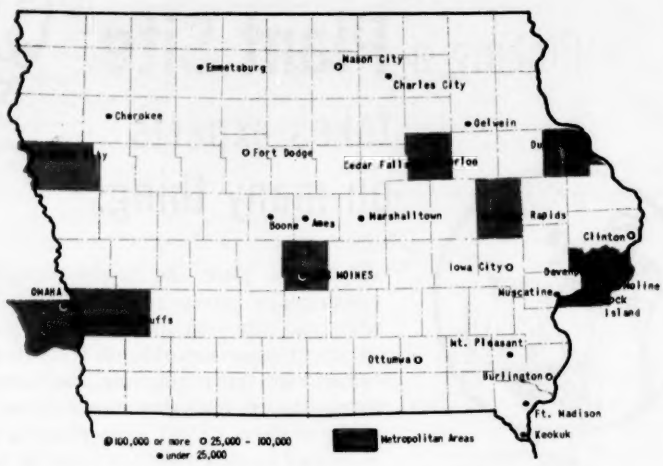


Iowa's excellent population distribution is shown on this outline map. Metropolitan areas include Sioux City, Council Bluffs, Des Moines, Waterloo, Dubuque, Cedar Rapids and Davenport.

or authorized to public school buildings at a total cost of nearly four million dollars supported in each instance by the citizens of Clinton via the ballot box. In addition, more than 2¼ million dollars have been expended on the parochial school system to improve facilities.

The combined results of all these efforts have improved Clinton and made it attractive to new business and industry resulting in more than ten new industries since 1955, more than twenty new business and commercial firms, major expansions by nine existing industries and expansions and modernization of many, many existing business and commercial firms in Clinton.

Mason City Coins A Word

Judges in the Iowa community contest thought Mason City did an outstanding job in building the right attitude in the community. This work was carried out by a committee of the Mason City Chamber of Commerce which brought in business groups, women's organizations, schools, labor, the clergy, medicine, and the press.

At the start, the group coined the word "Civicen" to describe a civic-minded citizen. Badges and lapel pins with this emblem were produced, literature was distributed, and a drive was launched to enroll Civicens. In the first two weeks the campaign brought in 1,159 civic-minded citizens.

Of course, the objective was to get local people to think about their community, take pride in it, and work to improve it. After the drive had been underway for several months, the Mason City chamber checked results by means of an unique survey.

Two out-of-towners known only to the industrial manager, Ralph Shelton, spent two days in Mason City talking to a cross-section of local people, casually asking their opinion about various community factors. They found that almost everyone contacted seemed well-informed about the community. All except two people were enthusiastic boosters.

Parallel with this improvement in attitude has been progress in more tangible form. Northwestern States and Lehigh Portland Cement's new $20 million expansion makes Mason City the largest cement-producing point between the Mississippi and the Rockies.

More than 2,000 new homes have been constructed since the end of World War II in Mason City. These complement many fine older sections containing stately mansions and not a few Frank Lloyd Wright designs.

The Mason City airport is the third largest in the state of Iowa. The com-

munity is served by 22 trucking firms and four railroads providing good freight and passenger transportation.

Since 1948 eleven new churches have been built and others remodeled. Two modern hospitals provide bed space for 386 patients. The city is justly proud of its beautiful library and the Mason City Junior College which is a fully accredited 2-year institution with nearly 500 students.

Near-by Clear Lake provides both winter and summer recreational facilities and the city's five public parks, municipal golf course and country club further enhance the charms of the city.

There is a surplus of labor in the area and at present 1,800 men and women are available for new industry and expansion. One of the largest cities in Iowa, its tax structure is most favorable toward industry.

Mason City is the home of Iowa's only sugar refinery, having a branch plant of American Crystal Sugar. It is now Iowa's largest brick and tile producer.

Oskaloosa Sets The Pace

Iowa's community contest also provides awards for cities in five different population brackets and for an overall class winner. Winner in the 10,000 and over category and also Grand Award winner was Oskaloosa, which had a 1950 census of 11,124.

Here a small but alert chamber of commerce has organized a "Vigilantes Committee' which advertises that it will meet on three minute notice with any manufacturer who might happen to visit the chamber office. Six prominent citizens serve on the committee.

Oskaloosa set aside a 7 acre tract for industry, then expanded to more than 20 acres. Demonstrating confidence in the future, the group has now erected a 20,000 square foot building on a speculative basis.

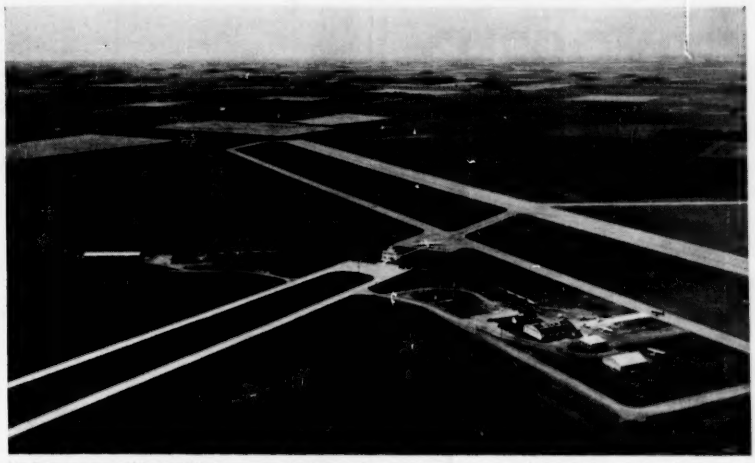
Other winners in the class category included North English, in the under 1,000 group; Britt, in the 1,000 to 2,499 bracket; Forest City, in the 2,500 to 4,999 group; and Cherokee, in the 5,000 to 9,999 category.

Although North English has a population of only 900, the city sent 38 delegates to a recent industrial development conference! As one spokesman put it "nearly every adult person in town has indicated an interest in industrial growth to supplement the income naturally coming from our agricultural surroundings."

In Britt, sixty-three local citizens each put $100 into an industrial development corporation which recently brought its second firm to the city. The group keeps a card file on all salesmen who come to town, hoping that a firm they represent may be a prospective new industry for the future.

Efforts of the local people paid off in a big way for Forest City during the past year. Six new plants, employing a total of 100 workers, were established.

"This payoff didn't just happen" a local businessman said. "It came as the fruits of two years of organization, planning, determination, and cooperation." Success stemmed directly from a session at which someone pointed out that the city hadn't been able to attract



Modern community facilities are a feature of many Iowa communities. This is the Mason City municipal airport.

an industry for 18 months. To this, someone suggested "Why don't we start one of our own?"

This led to serious study of the practicality of setting up a local plant to manufacture house trailers. A committee was appointed and asked to investigate. The group went to the national trailer show in Elkhart, Indiana, and looked at plants from Wisconsin to Colorado.

Their recommendation to the board of directors was, "Let's go!" The board of directors agreed. An initial expense authorization of $500 was appropriated. A new corporation was started and a sale of shares in this trailer manufacturing company was begun. So that no one would have too large a voice, a top limit of $1,000 was put on stock purchases.

When the stock sale passed the $40,000 mark toward a goal of $50,000, two of the original committee members were sent to the Los Angeles, California, area where the travel trailer industry centers to hire an experienced production man to manage the new factory in Forest City.

While in the process of selecting this man, the two Forest Citians met C. T. McCreary, president of Modernistic Industries, second largest company in the travel trailer field.

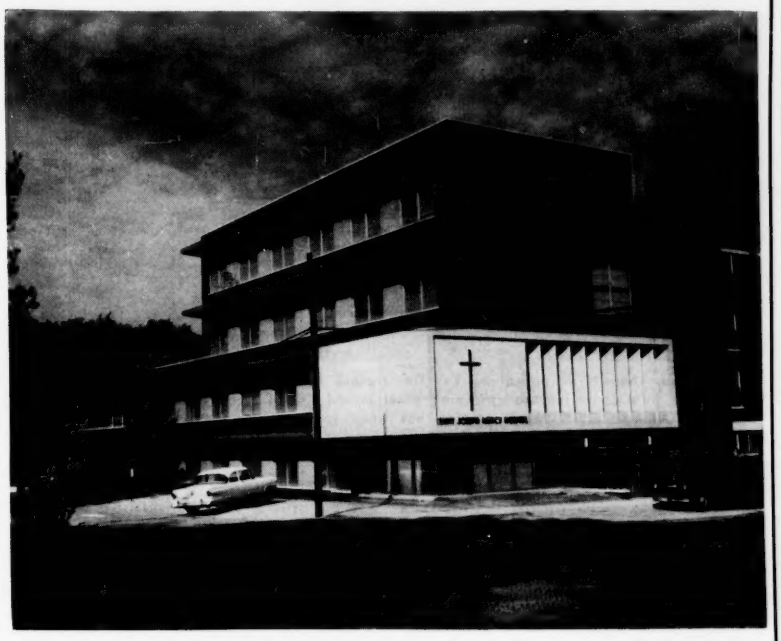
The Forest Citians sold McCreary that Modernistic should expand into the middlewest with a factory at Forest City and he sold himself to the Forest Citians as the sort of fellow to have put a branch plant in Forest City.

The agreement worked out was that Forest Citians would purchase $50,000 in preferred stock in Modernistic Industries of Iowa, an Iowa corporation to be affiliated with Modernistic Industries of California.

Two hundred eight residents of Forest City bought shares in the trailer manufacturing company in amounts of $100 to $1,000 to bring the total up to the $50,000 mark.

The success of these negotiations was announced in January, 1958. During the luncheon at which Mr. McCreary was introduced to the businessmen of the community, he predicted that five or six more industries would follow into the community. His prediction came true in a matter of six months.

Winner in the 5,000 to 10,000 population bracket was Cherokee, an alert community in Northwest Iowa. Evidences of progress include a new youth center, a $75,000 municipal swimming pool, $1.7 million in school expansions.



Many Iowa communities boast impressive new hospital facilities. This unit is located in Centerville.

and many new store fronts. Pride of Cherokee is a new industrial area of more than 100 acres adjacent to the airport south of town.

Already, Walnut Grove Products Company has occupied a site in the area and utilities and rail lines have been put in for others. The property has recently been annexed to the city and a reasonable tax rate is promised.

Other Iowa communities

The list of award winners by no means covers all outstanding Iowa cities and communities. In fact, the true significance of the contest lies in the overall community attitudes which it generates. Strong local programs are found in every section of the state.

Burlington is an up-and-coming riverfront town in Southeast Iowa which recently displayed its interest in development by posting a $10,000 reward "for information leading to the establishment of a new industrial plant in Burlington, West Burlington or Des Moines County." Among the assets which are advertised are labor surplus, barge facilities, 15 motor freight lines and service by two railroads and one airline.

Burlington's active interest in industrial development extends back to the closing months of World War II. Concerned about the probable loss of 12,000 war-oriented jobs and its potential effect on the city's economic welfare, community leaders began to think seriously of the city's short and long range stability.

The concern developed into action which resulted in a civic fund of $35,000 and the establishment of an Industrial Development Bureau as part of the Burlington Chamber of Commerce. The money was used primarily for land procurement.

In 1954, a more formal six-year industrial development program was undertaken. Voluntary pledges covering the first three years of operation totaled $80,000. The Chamber obtained the full-time services of the former state director of industrial promotion to develop a program. The second three-year phase was underwritten with a $75,000 fund raised in 1957. Resources were again used primarily for land acquisition and development.

An analysis of activity shows the Industrial Development Bureau has purchased a total of 231.67 acres during this period. Other than 85.2 acres sold to the Burlington Railroad and 57.48 acres still owned by the Chamber, the property has been sold to new industry locating in Burlington. Thus, at the present time, the Burlington Railroad and the Burlington Chamber of Com-

Iowans invest heavily in education. The Des Moines technical high school, with 10 acres of floor space, is a converted manufacturing plant in which Ford Motor Company once assembled Model A automobiles. Some $5 million has been spent on remodeling and expanding the vocational training facility.

merce own a new industrial district comprising 143 acres of developed property for future growth.

Included among those new industries located in Burlington during this recent period are: Campbell Chain Co., International Resistance Co., Iowa Industries, Inc. (Champion Spark Plug), Sylvania Electric Products, Inc., General Electric Co., and Modern Welding Co. In addition, U. S. Gypsum Co. is now constructing a mine and processing plant several miles north of the city which is due to be in operation during 1960.

The success of this determined community effort and its effect on the city's growth and economy is expressed in comparative census reports. The 1954 Census of Manufacturers indicated total industrial employment in Des Moines County increased 92% since the 1947 Census.

Other progressive communities include Cedar Falls and Centerville. Explaining why his firm located a new unit in Centerville, R. L. Reynolds, manager of Uniform Printing and Supply Company listed "the abundant labor market, the excellent employment office facilities, the cooperation of civic leaders and the availability of a new building."

Clarinda, in Southwest Iowa, reports having invested since 1948 some $4 million to improve the city's facilities and make it more attractive to new industry. About $2 million has gone into expansion of electric power, gas and telephone facilities, $450,000 in schools, $400,000 in the water system and $700,000 in streets.

The local development group has put up two speculative buildings and both are occupied. The second unit was sold last year to Electric Service Company of Texas. Clarinda's newest plant is Northwest Clock, manufacturers of special timing devices.

ID's roving editor was impressed with the wide streets and well-kept downtown shopping area of Cedar Rapids, Iowa's second largest city and one of the state's key industrial centers. It is situated on the Red Cedar River 75 miles from the Illinois border and 105 miles from the Minnesota line. Cedar Rapids is strategically located in the center of a circle which includes Chicago, St. Louis, Kansas City, Omaha, Minneapolis, St. Paul and Milwaukee.

Well-known names in Cedar Rapids include Allis-Chalmers, Borden, Collins Radio, Fruehauf Trailer, Link Belt, McKesson & Robbins, Penick & Ford, Quaker Oats and Square D. Manufacturing employment is approximately 18,000 out of a total non-agricultural employment of more than 41,000. Machinery manufacturing leads the list with about 10,000 workers and is followed by food processing with 5,000 workers.

Council Bluffs Plans Growth

Council Bluffs lies just across the Missouri River from Omaha and is still, to a considerable extent, a bedroom community. Retail sales are high and of course the city is situated in the midst of one of the most fertile agricultural sections of the world.

An aggressive young development group is now turning its sights toward industry and prospects are excellent. The community offers sites served by railroad, expressway and utilities and

promises low tax rates under an efficient city manager local government.

Northern Natural's main pipe-line supplies the Council Bluffs Gas Company with natural gas and electric power is furnished from the new $10,000,000 generating plant constructed by the Iowa Power and Light Company. The Missouri River provides an abundant water supply, which is purified and softened by a modern municipal plant.

The city boasts three hospitals, 62 churches and an excellent public and parochial school system. Three banks provide combined resources of $47,926,504.

Council Bluffs is served by eight railroad trunk lines and six major truck lines. Near the edge of the city, a local airport provides facilities for private planes and the Omaha Municipal Airport—only a 20 minute drive from Council Bluffs—offers scheduled flights to every major city in the world. On the nearby Missouri River, two barge-lines provide low-cost water transportation over the Missouri-Mississippi-Ohio system.

Recreational facilities are plentiful. Hunting, fishing and boating may be enjoyed at Manawa State Park; there are two golf courses, three theatres and a drive in theatre, plus a complete amusement center. The city has 1,054 acres of parks; municipal tennis courts; children's playground apparatus; facilities for football, baseball and truck including fieldhouses for use of athletes; two bowling alleys and one roller skating rink.

Other industry-hunting towns include Creston on the C.B.&Q. railroad in the Southwest; Chariton, near the center of the state; Denison, where local citizens once raised $20,000 within three hours to complete financing for a new plant; and Dayton, where signs of progress include a new golf course and an arena which seats 3,000.

Nerve center of Iowa is Des Moines, the capitol and largest city. The transport network is outstanding—included are 7 railroads, 40 interstate truck lines and 3 airlines.

Rails serving Des Moines include Burlington, Great Western, Missouri & St. Louis, Milwaukee, Northwestern, Rock Island and Wabash. Airlines, offering 69 flights daily include Braniff, United and Ozark. In addition Des Moines has both East-West and North-South elements of the interstate highway system.

More than 350 manufacturers are located in the Des Moines area and there are an impressive variety of service activities such as machine shops, foundries, and tool and die specialists.

Among national firms located in the area are Alcoa, Armstrong Rubber, Du Pont, Firestone, Ford, Frigidaire, General Electric, General Mills, General Motors, Goodyear, Heinz, Honeywell, Hoover, IBM, John Deere, LOOK magazine, Meredith Publishing, Pillsbury, Remington Rand, Solar Aircraft, Sunbeam, Swift and Westinghouse.

Des Moines has a metropolitan population of 266,000, giving it a big town atmosphere while maintaining a small town spirit. Located here is the State Capital, Drake University, and 550 wholesalers and distributing firms. This is the commerce hub of Iowa, the "local shopping center" for most of the state. The 1,440 retail stores had a sales volume last year of $438,482,750; there are 11 banks, with deposits of approximately $460 million, and 10 savings and loan associations with combined accounts totaling almost $170 million.

Des Moines: Cultural Center

Traditionally attentive to cultural pursuits, Des Moines has a truly fine art center, a broad civic spirit in the Community Playhouse Theatre and has frequent Broadway presentations. The nationally recognized Des Moines Register and Tribune, three television and six radio stations present everything that's available in the field of communications.

The median age of Des Moines residents is 31 years. There are almost 85,000 households, 65 percent of which are owner occupied.

Dubuque is the key city at the juncture of the Iowa, Illinois and Wisconsin boundaries of the Mississippi River. Plans have been drafted for an industrial and recreational area long the waterfront where utilities and services are to be provided as a result of a recent bond issue.

This project on Lake Peosta channel is designed to provide 217 acres of level land of which 163 are for industrial use. The plan provides for nearly a mile of Mississippi riverfront wharfage, parking space for several thousand cars and a harbor for small boats.

One of the livest areas in Iowa is the so-called quad-city section which includes Davenport and Bettendorf on the Iowa side of the Mississippi and Moline and Rock Island on the Illinois side. Largest city is Davenport which

has been an important center since the early settlers began moving West.

Davenport lies at a point where major East-West rails cross the Mississippi barge route to the Gulf of Mexico. Some indication of the volume of traffic is seen in the report that 7 million tons of freight moved by barge to or through the quad-cities in one recent year.

Recent developments in Fort Dodge include a 6 million dollar wallboard plant located by Celetex Corporation, and a new 23,000 sq. ft. expansion by Globe Union. Other noteworthy programs may be found across the length and breadth of the state in such cities as Iowa Falls, Le Mars, Lake Mills, Mt. Vernon, Manchester, Mt. Pleasant, Muscatine, Ottumwa, Osceola, Perry, Sioux City, Tama, Waterloo, Waukon, Harlan, Anamosa, Fairfield, Boone, Eldridge, Bloomfield, Clear Lake, Knoxville, Independence, Glenwood, Washington, Emmetsburg and Charles City.

Within these and other Iowa communities can be found almost every type of site, large or small. One of the areas which impressed ID's editor most as a possible location for a major process industry was the section on the Mississippi River between Fort Madison and Keokuk. This is the so-called "Port Lee" industrial district which includes some 15,000 acres well situated along the riverfront. Railroads, electric power, oil and gas lines already traverse the tract and it seems to have everything needed to attract a complex of multi-million dollar facilities.

Iowa communities are aggressive in setting aside sites for industry. Union Electric Company branch manager H. A. Stephenson (shown at the Keokuk waterfront) is one of the boosters of the huge 15,000 acre Port Lee area between Keokuk and Fort Madison. This is an outstanding site for a major process industry.

Looking at long-range possibilities it is easy to visualize the Port Lee development eventually bringing Keokuk and Fort Madison together as one large city. Both communities are now in the 20,000 population bracket or thereabouts and they have wisely recognized a common interest. They can build on a base of substantial existing industry including such outstanding firms as W. A. Shaeffer Pen Company.

Location factors: markets

Looking at this outline of community development activities, you can't help being impressed with the spirit of the Iowa people. But, as essential as that may be to industrial progress, you know that spirit alone is not enough.

In order to grow industrially, an area must satisfy basic economic and engineering requirements. It is evident, therefore, that Iowa presents a good balance of favorable plant location factors.

High on the list of favorable factors lies markets. Since Iowa lies close to the statistical center of the nation's population, a single-plant industry with national distribution, uniform sales effort and product acceptance would be near the center of the consumer market with an Iowa location.

As a result, the state offers important advantages to manufacturers of nationally distributed consumer goods now located on the East and West Coasts.

The Iowa Development Commission reports, for example, that a manufacturer with production facilities in the East may anticipate total freight savings on outbound shipments of 3.4 per cent by locating a plant in Iowa. Altogether, he can reach 58.2 per cent of the national market more economically from Iowa.

A West Coast manufacturer may accomplish freight savings of 51.7 per cent and will reach 85.3 per cent of the national market more economically from a location here, the commission adds.

It is possible to supply over 28 per cent of the nation's retail trade market in the twelve-state market area surrounding Iowa. From virtually every point in Iowa it is possible to supply the Chicago and St. Louis complexes over night.

In addition to Iowa, the regional market zone comprises Wisconsin, Illinois, Missouri, Nebraska, South Dakota and Minnesota. This six-state area, with little more than 15 per cent of the national population, accounts for about 16 per cent of the national net income and more than 16 per cent of total retail sales.

The stable and above average farm income makes Iowa above the average in per capita sales. The individual average is $1,203 for Iowa to $1,140 for a national average.

Iowans also spend more than the national averages for such things as lumber, building, and hardware items. Iowa's average per capita expenditure of $176 compares with a national average of $82.

Since the center of U. S. manufacturing employment is showing a definite westward trend, and Iowa is in the path of this movement, it is predicted that by 1975 the state will be literally close to the center of manufacturing activity.

The various transportation and geographical assets realized from a distribution or manufacturing point in Iowa for consumer markets can be applied also to the national industrial market. With industry expanding in every part of the country and relocations carried out, this will tend to bring manufacturing employment to a more equal national distribution. A centralized location that gives access to the entire nation is rapidly becoming more logical.

Already Iowa borders on a five-state industrial market which has 30 per cent of the nation's manufacturing employment. Many of these industries are the top employers in the nation. For instance: transportation, machinery (other than electrical), rubber products, fabricated metal products, primary

metal products, all employ over 40 per cent of the total employment in that particular industry within five surrounding states.

Nine states in the West North Central, including Iowa, account for over 35 per cent of the total national income for agricultural products. Farm income is above average and stable, which places a floor under the retail market plus offering one of the richest concentrated markets for farm products and machinery. Cash expenditures for selected farms (hogs, dairy, wheat, small grain and livestock) averaged over $5,500 per farm in 1953.

Machinery alone accounted for an average of $1,514 per selected farm as compared to the next highest regional expenditure of $1,142 per farm. The above-average farm income creates a demand for consumer and industrial goods on a rural level equal to or above the national average for most products.

Transport Network

The transportation system existing and planned in Iowa provides an unusually complete network of interlocking freight carriers. Two important factors have contributed to this highly developed system:

(1) The central location of Iowa in Middle America has, as a natural development, included the state in virtually every transcontinental movement, and

(2) Even distribution of industry as well as population and markets, has created the demand for modern services which have been met by every method of transport.

Twelve major railroads serve Iowa: Santa Fe; Burlington; Great Western; Milwaukee; North Western; Rock Island; Great Northern; Illinois Central; Minneapolis and St. Louis; Union Pacific; Wabash; Chicago, St. Paul, Minneapolis and Omaha.

Iowa has a freight rate which has operated favorably for industry located in the state, and compares adequately with the rest of the nation. One traffic expert commenting on rail carriers said: "The whole industrial history of Iowa is a living record of the manner in which our carriers have cooperated with industries in a never ending endeavor to keep industries in a favorable competitive position."

The rail carriers have contributed a great deal to the state's economic development in arranging satisfactory rates for industries such as the soybean milling industry, canning and publishing.

As with the highway system, the dispersion of communities has accounted for the fact that no point in Iowa is more than 13.6 miles from a railroad!

A well-developed and expanding highway system suited to the widest variety of needs exists in Iowa. Unique dispersion of communities has brought about the development of 56,000 miles of paved roads which include five border-to-border, east-west federal highways and seven border-to-border, north-south federal roads. These highways, augmented by a state system of comparable quality account for the unusual fact that no two paved highways are more than 25 miles apart. Although the state has only two percent of the nation's population, it ranks 4th in concrete paved road mileage.

A large percentage of Iowa's industrial and farm products is handled by highway carriers. Seventy-six interstate and 79 intrastate motor freight lines serve all parts of the state. Likewise, bus transportation links every community in the state with major centers of America.

One hundred municipal and commercial airports provide excellent aircraft facilities throughout the state. Two national airlines, United and Braniff, provide major service while Ozark Airlines provides feeder routes. Two important air-freight lines, Slick and Flying Tiger, as well as scheduled airlines, handle increasing amounts of freight.

Water transportation has played a large part in Iowa's progress. Two of America's most important rivers, the Mississippi and the Missouri, form its east and west boundaries respectively. At present, water shippers can reach the Port of New Orleans via either river to gain economical access to international markets.

A vital factor in future river shipping is the extension of the St. Lawrence Seaway by connecting the Mississippi with the Chicago River, extending low-cost barge transportation to and from Great Lakes ports by Iowa shippers. This will then provide barge freight direct from Iowa to the Atlantic sealanes as well as the Gulf of Mexico. The Missouri River is now being channeled into a nine-foot stream from Sioux City to the river's mouth. Expanded river transportation will play a vital part in Iowa's future transportation.

Reservoir of manpower

Situated in the nation's "bread basket," the richest agricultural region in

the world, the State of Iowa today is looming also as an area that is literally a frontier from the standpoint of industrial growth potential.

One of the factors leading to this conclusion is the shift from rural to urban population that has taken place in the past few years and is continuing to take place.

As a result of modern machinery, better commercial fertilizers and improved scientific farming, agricultural production has climbed steadily upward while the number of farm workers has declined.

In 1958 Iowa's population totaled 2.7 million, a gain of 28,000 over the previous year and 97,000 greater than in 1950. The number of farmers and farm workers declined from 281,000 in 1940 to 261,000 in 1954, and the prediction is that the figure will be down to 214,000 in 1965.

That will mean that there will be 47,000 fewer farm jobs in 1965 than there were in 1954. And, the natural increase in farm population by 1965 will result in a potential farm labor supply of some 404,000. With the prospect that there will be only 214,000 jobs on the farm, this means a trek of 190,000 persons from the farm to seek other employment.

Progress Based On Schools

Iowa's leading literacy rate is primarily due to its excellent school system. Iowa has 7,452 public and private schools, 350 church denominational schools, 21 colleges and universities — four privately controlled and 18 denominational, 23 junior colleges, three state institutions of higher learning—the State University of Iowa, Iowa State College, and Iowa State Teachers' College, and three technical and professional schools. The local public schools receive aid from state funds, easing the property tax rate.

The result of this will be that Iowa will have a continuous supply of workers for industry. At the same time, the continuing growth of agricultural production will mean opportunities for additional processing industries in the field.

Current activities in Iowa indicate that the state is making excellent approaches toward a balanced economy, and these activities are well worth the attention of the site-seeking industrialist.

Iowa is fortunate in having a labor force which has demonstrated above-average intelligence and high mechanical aptitude. The state also has the highest functional literacy rate in the nation. Of the persons over 25 years of age in Iowa, 38.5 per cent have high school diplomas. This compares with a national average of 34.3 per cent.

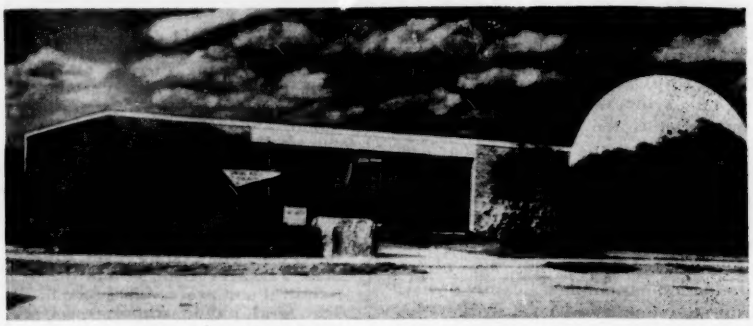
The number of students at the college level taking work in engineering and allied industrial arts has been steadily increasing in Iowa, and Iowa State College at Ames has become recognized as one of the foremost engineering schools in the nation.

An additional factor of stability in Iowa's work force is the fact that 95 per cent of the population is native born.

Average gross hourly earnings of Iowans total slightly more than $2 which is less than the average for eight other states in the West and East North Central areas. This gives industry in the state a definite competitive advantage.

As noted earlier in this report, the shift of population from farms to rural areas indicates that Iowa will have a continuing ample supply of workers for industry now and in the future. It is interesting to observe, however, that currently the state is in a very healthy position employment-wise.

The higher general level of education in Iowa mentioned above also con-



Indicating interest in cultural pursuits in many Iowa communities is the Sanford Museum at Cherokee. The attractive building includes a planetarium, African game collection, paintings, water colors and drawings, as well as archeological, geological and paleontological exhibits.

tributes toward a more stable labor-management relationship. For example, during 1957, the percentage of idle man-days to total working time in the state was only 0.08 as compared to a national average of 0.14.

Recognizing that the major portion of Iowa's available labor force falls into the "Unskilled labor" classification, the state legislature recently appropriated $300,000 for aid in vocational education. In addition, $789,000 in Federal Funds have been made available for this purpose. With this program in effect, 479 classes were organized in one recent year. Located in a number of trade areas and offering instruction in a number of new fields, the program has resulted in a substantial expansion in evening and part time school programs.

A study of earnings made in cooperation with chamber of commerce executives throughout the state and supplemented by extensive field investigations resulted in the following conclusions on wage patterns:

A. The industrialized cities in the eastern portion of the state offer a wage structure which permits manufacturers of durable goods to effectively compete with other major manufacturing centers in the region.

B. Hourly earnings in the cereal and meat-packing plants are relatively high, but diversified industry can hire an efficient work force in such communities at lower rates.

C. Small communities in central and western Iowa offer an attractive wage pattern for labor-oriented industries, i.e., those requiring a large pool of unskilled labor at reasonable cost.

Recent statistics compiled by the Bureau of Labor Statistics showing the average straight-time hourly earnings of chemical workers reveal that Iowa compares favorably with the national average. The national average for plants employing less than 500 workers was $1.92, and for plants employing more than 500, the figure was $2.14. The Middle West states, in which group Iowa is included, reported an average of $1.86 and $2.09 respectively. Since the latter figures are no doubt weighted somewhat by the heavy concentration of chemical workers in the St. Louis and Kansas City areas (the balance of this region ranking relatively low in

Revealing the quiet atmosphere of many Iowa communities is this country club at Charles City. Iowans are enthusiastic in their support of sports and without much encouragement will tell you about the records their teams have made recently in the Rose Bowl as well as in national basketball tournaments.

chemical employment), it is believed that new employers could anticipate a somewhat more favorable wage pattern for Iowa operations than indicated by the reported averages for the midwest states.

Utilities: energy, water

Ample power, both gas and electric, as well as water provide the site-seeker with high-quality utility services.

The privately owned electric companies in Iowa have developed a network of high voltage power lines criss-crossing the state. This power line system has grown according to a plan developed through careful study of the future needs of both private homes and commercial consumers. In the years since World War II, more and more demand has been placed upon power companies in Iowa.

For instance, during 1958 the electric utilities operating in the state spent a total of $54.5 million on construction of additional facilities. This included 235 miles of new high voltage transmission lines. The previous year saw investments of $43.3 million for new plants and equipment.

Included in the list of companies serving Iowa are Interstate Power, Iowa Electric Light and Power, Iowa-Illinois Gas and Electric, Iowa Power and Light, Iowa Public Service and Iowa Southern Utilities.

These companies have met the needs of large power consuming new industries such as Alcoa, Square D, DuPont, International Resistance, and Champion Sparkplug. Requirements for new plants, new transmission lines and new substations have been estimated. Plans for a number of new generating stations are now underway to meet future projected needs.

Natural gas lines serve 155 communities in the state and rates are competitive with other states in the Midwest. There are two major gas-consuming industries in the state—the gypsum industry and the cement industry. Both, having high energy requirements, have found gas to be economically feasible in their operations. Interruptible rates are available to such large users.

Some industries maintain standby equipment for emergency use in case of interruptions. However, many have found that interruptions are so infrequent that there is no real need for such measures. An underground gas storage area has been located just west of Des Monies and was put into operation during the winter of 1956-1957. It has a

Rivers play an important role in Iowa development, the state's Eastern border being formed by the Mississippi and the Western border lying along the Missouri. This striking aerial shot of Davenport provides a view that is repeated by cities along the banks of several major streams.

peak capacity of 50 million cubic feet per day. This field will ultimately store 50 billion cubic feet and provide a winter peak delivery of about 200 million cubic feet.

Latest available figures show that Northern Natural Gas, for example, has a reserve in excess of 25 times its annual sales.

Prodigious quantities of water are available in Iowa, and even industries which are specifically water-oriented can find many desirable locations. In this regard it is noteworthy that Iowa has 144 meat-processing plants scattered throughout the state.

Average annual rainfall is normally 31 inches. This varies from 26 inches in the northwest section of the state to about 34 in the southeast. Three-fourths of the annual rain falls between April 1 and September 30.

A matter of particular interest to the prospective plant builder is that water for Iowa industry is under stage regulation. The purpose of the Iowa Water Code, which was passed by the 1957 legislature, is to give industry clearer legal rights to the water it uses.

A state water permit, issued under the law, gives the user a right to take a definite amount of water at a certain rate from a specific water source for a period of 10 years. The major exceptions to state water control are the Mississippi and Missouri Rivers. Another exception is that industries obtaining water from a municipal supply are not required to have a water permit.

Further evidence of civic foresight to be found in many Iowa communities is this parking facility in downtown Waterloo.

The water code provides for a public hearing on each water permit application and appeals to the state natural resources council, under which the water commission works. Further appeals may be taken to the courts.

Sewage and waste disposal facilities are vital to many industries. Due to dispersion of industry and population, Iowa is able to cope with all waste problems with ease. Major stream pollution problems are virtually unknown in the state. The Iowa State Department of Health has imposed only primary treatment requirements on those cities and industries located on border streams. Inland communities provide secondary as well as primary treatment.

Government and legislation

From the standpoints of general administration, labor laws, and taxes, Iowa has a favorable business climate. The state operates on a sound, pay-as-you-go basis while maintaining full services and supporting a continuing and extensive road-building program.

One of Iowa's important plus factors is that the state has a "right to work" law.

The law states: "It is declared to be the policy of the State of Iowa that no person within its boundaries shall be deprived of the right to work in his chosen occupation for any employer because of membership in, affiliation with, withdrawal from, or refusal to join any labor union, organization or association, and any contract which contravenes this policy is illegal and void."

This law has been on the state's statute books for several years, Iowa being one of the first to pass a right to work law. In the last General Assembly this law was again placed before the House for vote and passed with a substantial majority.

This situation reflects the conservative political beliefs of native Iowans and their understanding and sympathy for the problems of management.

The state of Iowa is considered favorable in its tax policy with regard to industry. There is no bonded state indebtedness and the various sub-divisions of the state are in a healthy financial condition. All assessments of industrial property are made locally and are subject to appeal to boards of review and to the courts.

No state bonded indebtedness may be incurred without a vote of the people. Bonds for local purposes cannot be

issued except by a 60 per cent vote. All bodies that have the power to levy a tax are required to prepare budgets before levies are made and these budgets are subject to appeal to the State Appeal Board if protests are registered.

Real property—(Land, buildings, improvements and permanent equipment) Assessed every four years as of January 1. Additional improvements assessed every year as they are made. Assessments are based upon 60 per cent of actual value.

Assessments are made by township, town and city assessors. Assessors are for the most part elected although cities under the commission plan of government have appointive assessors and in the city of Des Moines the assessment is under civil service and a permanent board of review is provided.

Personal property is assessed as of January 1 of each year under the same procedure as is followed in the case of real estate.

It is assessed upon a basis of 60 per cent of actual valuation and the process of equalization and collection is the same as that in the case of real estate.

In the case of manufacturing concerns personal property is assessed only upon the value of the raw materials entering into its manufacture. Thus a stock of finished products held by a manufacturer is assessed only upon the value of the materials which went into the cost of the manufacturing. As a rule, in Iowa, assessments of personal property of industrial concerns are made upon a liberal basis toward the manufacturer.

Intangible property — Moneys and credits are assessed on the basis of full value as of January 1 of the tax year. Taxes are collected in the same manner as real and personal property taxes. The first $5,000 worth of moneys and credits is exempt from taxation and indebtedness is an offset against the assessment.

The levy imposed in five mills (.5%). Proceeds are apportioned by taxing bodies according to total millage levies on real estate in the taxing district and thus reduce the levies on tangible property. Intangibles are usually assessed where the owner resides.

Many exemptions are allowed in the tax on intangibles. Capital stock of Iowa manufacturing and merchandising corporations is not subject to the tax. Generally, no corporation is subject to a tax on its capital stock. Stock owned in corporations operating in Iowa though incorporated elsewhere is taxable but the corporation is not liable for its payment. Moneys invested in Iowa building and loan associations are exempt from the tax.

A Lake For Everyone!

Iowa is fast approaching its goal of a state park with a natural or artificial lake within 25 miles of every resident. The state now maintains 88 parks and reserves, 106 lakes, 15,000 miles of fishable streams, 900 miles of meandering stream course, 600 miles of boundary water and many hunting areas in various parts of the state. Game fish, including trout, bass and pike, abound naturally. They are maintained by stocking. Hunting game birds and deer are major sports.

The Iowa corporate income tax is extremely favorable to industry. Only two of the thirty-three states imposing corporate income taxes have rates as low as Iowa. The rate is 2 per cent upon net income derived from business transacted within the state. For the manufacturer this means that the tax is assessed only on that portion of net income resulting from goods manufactured and sold in the state of Iowa.

An individual income tax is imposed on earnings of individuals at the following rate: 1st $1,000, $.75; 2nd $1,000, $1.50; 3rd $1,000, $2.25; 4th $1,000, $3.00; all over $4,000, $3.75.

Sales tax—Iowa imposes a 2 per cent retail sales tax on sales to the ultimate consumer. No sales tax is imposed upon transactions of manufacturer or wholesaler, except in the case where sales are made directly to the final user. Sales tax collections and reports are made quarterly.

Use tax—A 2 per cent tax complementary to the sales tax is imposed upon all articles purchased for use in Iowa, even though they may be purchased outside of the state. However, in the case of industrial concerns, exemptions are made where equipment must be purchased which cannot be obtained within the state of Iowa. This use tax is payable by the consumer, but any one making such a sale is liable for the tax.

Unemployment compensation — The Iowa law as to unemployment compensation is generally the same as that of other states.

The most recent figures available set the state unemployment payment average at .6%. It is estimated that Iowa at the beginning of 1958, is one of the few states that has sufficient unemployment

Iowa is developing rapidly as a center of publishing and printing activities, as evidenced in these architects sketches. At left is the new $10 million plant for Meredith Publishing Company, publishers of BETTER HOMES AND GARDENS. At right is the just completed $2.25 million structure which houses the subscription division of LOOK. Both plants are in Des Moines.

funds on hand to meet its 1953 to 1957 average annual cost rate for the next decade or longer.

Fees—Newly organized corporations must submit their articles of incorporation to the secretary of state before a certificate of incorporation is issued. A fee of $25.00 is charged for authorized stock of $10,000 or less.

Raw Materials

If you are a food processor and/or require an abundant source of agricultural products and by-products, an Iowa location is a natural.

Having a large share of the nation's "Grade A" land, the state's average annual production includes 10 per cent of the nation's total food supply. In one recent year Iowa produced 17 per cent of the nation's corn, 16 per cent of our oats and 15 per cent of our soybeans. Some of the other major agricultural products grown in Iowa are wheat, barley, rye, flaxseed, potatoes and hay.

Latest available figures show 192,933 farms in Iowa, which produced, in 1957, crops valued at a total of $482 million and livestock valued at $1.67 billion, making a grand total of $2.15 billion.

Among other raw materials, Iowa has extensive supplies of important minerals. Its huge gypsum beds, for example, make the state the third largest producer of that product. In addition, large deposits have just recently been discovered in the southeastern portion of the state. Lying at a depth of from 300 to 800 feet below ground surface, these deposits are nearly 100 per cent pure. At the same time, clay deposits support a flourishing brick and tile industry and give promise for continued developments in the ceramics field.

Coal suitable for power generation and industrial heating underlies large portions of Iowa, and it is estimated that at the current rate of consumption the reserve is equal to a 10,000 year supply.

An opportunity for the manufacture of glass exists in a huge reserve of sandstone. A tall bluff of almost pure St. Peters Sandstone lies along the banks of the Mississippi River in northeastern Iowa. Recent tests indicate 99.4 per cent pure silica which is suitable for the manufacture of glass.

Iowa's output of cement makes it the third ranking state in such production, a ranking that possibly will increase in the future. Already five Iowa cement companies have expansion programs underway that will increase the state's production by 35 per cent within the coming months.

In addition to the above-mentioned raw materials, sand and gravel produced in 1955 totaled 11.8 million short tons and crushed and broken stone production for that same year totaled 15.7 million short tons.

Typical of many "satisfied customers" operating plants in Iowa communities is Don Giszold, manager of Heinrich Envelope Inc., in Boone. Commenting on the cooperation provided, he says the local development group "has been very cooperative in working out arrangements regarding site selection, plant construction, financing and continued assistance to us on any problem."

Existing Iowa Industries

How well Iowans are doing in making the most of the advantages which the state has may be seen in the pattern of new plant establishments that have come in during recent months.

During the last half of 1958, for example, ID reported in the New Plant Summary a total of 53 major industries, each employing 25 or more persons, for Iowa. During January and February of this year, 12 more such industrial enterprises were announced for the state, indicating that its rate of industrial growth is being well sustained.

Most recent census data confirms that the industrial growth of Iowa is running ahead of the national average. The state is exceeding the national average in value added by manufacturing, manufacturing payrolls, and in manufacturing employment.

Iowa's leading industries, in order, are food products, machinery, printing and publishing, chemicals, and electrical apparatus. Other important groups are fabricated metals, primary metals, and producers of stone, clay, and glass products.

The manufacturing establishments already located in Iowa sell their products throughout the free world. Among the companies which have found the state a good location for their plants are such top ones as Firestone Tire & Rubber Company, General Electric Company, Armour & Company, Sylvania, Swift & Company, United States Gypsum, General Mills, The Borden Company, Zenith, Maytag, Penn-Dixie Cement, Pillsbury, Quaker Oats, Fruehauf Trailers, Amana, Oliver Plow, Procter & Gamble, Carnation milk, Cudahy, Morrell, Du Pont, Aluminum Company of America, W. A. Sheaffer Pen Company, Bendix Aviation, John Deere, and many others.

Actually, there are 32 manufacturing industries in Iowa which rank as the largest of their type in the nation.

What will be the nature of Iowa's industrial growth in the future? A good

answer to this question may be found in the results of an exhaustive survey of the state conducted by the Fantus Area Research organization some months ago.

The Fantus study analyzed Iowa's competitive situation and concluded that the state offered unusually good opportunities in a number of different fields.

Special attention was focused on the outlook for chemical process industries. Fantus listed as particularly promising: additives for food processing, rubber, plastics, paint compounding chemicals, drugs and pharmaceuticals, metalworking, packaging, and chemical intermediates. These industries were suggested because of possibilities for close integration with other Iowa industries.

In the metalworking and machinery groups, Fantus picked out as better-than-average possibilities: builder's hardware, screw machine products, mechanical measuring instruments, die-casting and powder metallurgy, gas-fired water heaters, and refrigeration compressor and condenser units.

In packaging, the research report proposed Iowa ventures in converted paper products, foil, plastics, and collapsible aluminum tubes. Opportunities in the electrical field include distribution transformers, insulated wire and cable, and electronics products.

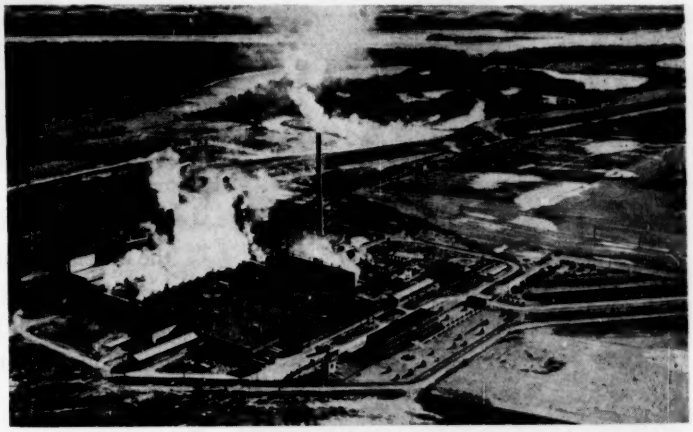
Among non-durables, Iowa offers special advantages in plastics fabrication, silk-screen printing, lightweight aggregates, sporting goods, surgical and medical supplies, leather products, and dress manufacturing.

Detailed reports on these opportunities are available from the Iowa Development Commission in Des Moines.

The IOWA ID Team

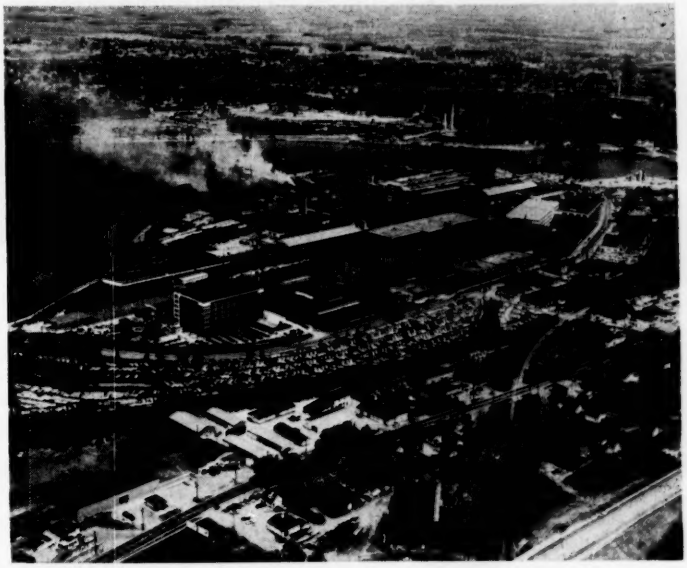
The latest edition of the ID Site Selection Handbook (October, 1958) showed a total of 222 development groups operating in Iowa. In addition, a number of rails serving the state have offices in such cities as Chicago and Omaha, as do some of the utility and service companies interested in the state.

This means that you will find a number of well-staffed professional groups eager to assist you with location data in any part of the state. Key agency is the Iowa Development Commission located at 200 Jewett Building, Des Moines 9, Iowa. Groups showing more than average interest in serving you obviously include the advertisers in this issue.



This Du Pont plant, said to be the world's largest cellophane manufacturing unit, is located on a 220 acre site at Clinton. Some 1,200 workers are employed.

Two impressive new Iowa industries are the Champion Spark Plug Company (foreground) and General Electric (background) located in Burlington. The Champion unit contains 100,000 square feet and employs more than 250 workers.



The John Deere Tractor Works at Waterloo is the largest wheel tractor plant in the nation. Machinery manufacturing is one of Iowa's major industries.

for IOWA fiction...

see Meredith Wilson's *The Music Man*... read the novels of Phil Stong, such as *State Fair*... enjoy the short stories of Hamlin Garland in *Main-Travelled Roads*. You'll learn about the wonderful Iowa folk from Iowa artists who knew and loved them.

for IOWA facts...

contact the Area Development Department of Northern Natural Gas Company. They will prepare — from your specifications — information on opportunities for *you* in Iowa. Northern's Area Development Department will give you straight-from-the-shoulder information, including...

Index of Iowa's Production Facilities and Capabilities from Northern's Facilities Register. Here is essential information on suppliers and sub-contractors.

Market Studies to gauge your potential in the rich Iowa market.

Plant Site Evaluations — realistic studies of Iowa locations reduced to your requirements... ready for negotiation.

Economic Investigations that reveal Iowa's opportunities for your use in future planning.

for full information...

Write, wire or call Randall T. Klemme, Director, Area Development Department, *Northern Natural Gas Company*, 2223 Dodge Street, Phone WEbster 7600, Omaha, Nebraska.

Inquiries held confidential

Northern Natural Gas Company

GENERAL OFFICES: OMAHA, NEBRASKA

These utilities serve Iowa with dependable natural gas:

Central Natural Gas Company • Council Bluffs Gas Company • Interstate Power Company • Iowa Electric Light & Power Company • Iowa-Illinois Gas & Electric Company • Iowa Power & Light Company • Iowa Public Service Company • Iowa Southern Utilities Company • North Central Public Service Company • Peoples Natural Gas.

...and these municipalities:

Cedar Falls • Coon Rapids • Guthrie Center • Harlan • Hawarden • Remsen • Sanborn • Sioux Center

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manufacturers record

THE NATIONAL MAGAZINE OF PLANT LOCATION NEWS

EXPANSION BRIEFS

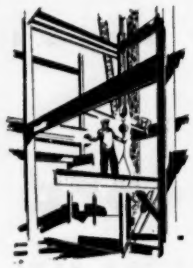
EL SEGUNDO, CALIF. Filon Plastics Corporation has acquired a nine-acre site here for construction of a million-dollar plant to produce fiberglass translucent building panels. The new facility will have 70,000 square feet of floor space and will be the world's largest factory devoted exclusively to the production of such panels. Construction of the new unit will begin in late spring.

WASHINGTON, D. C. H. W. Lay & Company of Atlanta has announced plans to build near here a new $900,000 plant. The company is one of the nation's largest potato chip and snack food manufacturers. To contain some 50,000 squuare feet of floor space, the new facility will be on a four-acre site in the Eastgate Industrial Center in Prince Georges County, Maryland. Construction is scheduled to begin in August, with completion and start of operations set for June, 1960.

HAMMOND, IND. National Steel Corporation will build in Porter County, Indiana, in the Calumet region on the south shore of Lake Michigan a new steel rolling mill to cost $100 million. To be on a site of 750 acres, the plant will have initial employment of 2,200 persons and an annual payroll of $18 million. It is expected that the project will be expanded within six or seven years to an investment of $700 million, with an employment of about 10,000 persons.

TAMPA. Construction has just begin here on a dry bulk and liquid storage facility for Pan American Sulphur Company. To cost $500,000, the plant will be capable of handling up to 300,000 tons annually of sulphur, both dry bulk and liquid. Plans call for the completion of the project during July this year.

MERCER COUNTY, PA. The Bessmer and Lake Erie Railroad Company has announced that it is exercising options to purchase 750 acres of land for industrial use in Hempfield and Delaware Townships in Mercer County. The location, officials said, is advantageous for industry from the standpoints of rail service and accessibility to major and proposed limited access highways.



NEW PLANT SUMMARY

BY DONALD V. QUINN

The following is a summary of major industrial plants reported to INDUSTRIAL DEVELOPMENT during the month of February, 1959, by industries and industrial development organizations in the United States, Canada, and territories.

Number of employees is indicated by the code: A (under 25); B (25-100); C (100-250); D (250-1,000); and E (over 1,000).

ALABAMA

Ashville—Vulcan Athletic Serv. Co.; Oscar N. Fouts, Pres. Tarpaulins, boat covers, harvesting machine, canvases, leather products. Athletic protective equipment. Plans announced.

Cullman — Cullman Products; Diversified metal products mfg. In Oper. $600,000. (C)

Florence—The Permanent Machine & Tool Co.; Special dies for non-ferrous metals Industries. Plans announced. (B)

Guin—Guin Garment Corp.; Children's Sport shirts. In Oper. (B)

Huntsville—Linde Co.; J. C. Headley, Mgr. Est. date of Oper. 1960. $Multi-million. (B)

Pell City — Valk Mfg. Co.; Snowshoe Blades. Plans announced. (B)

ALASKA

No Plants reported.

ARIZONA

Flagstaff—Vinnell Steel Co.; Steel fabrication. Est. date of Oper, March 1959. 15 acres. (D)

Tucson—Holsum Bakery; Lloyd Eisele, Pres. S. 4th Ave. and E. 36th St. Bakery. Est. date of Oper. April 1959. $1 million.

ARKANSAS

Foreman—Arkansas Cement Corp; Mfg. Cement. In Oper.

Malvern — Razorback Fiberglass Corp.; James Cripps, Off. boats. Est. date of oper. March 1959. (B)

Morrliton—Sound-Craft Systems, Inc., H. W. Shaw, Owner-mgr. Public Address and Communication Systems for aircraft and school busses. Est. date of Oper. Feb. 1959. 90 Acres.

Pangburn—Pangburn Foundry Co.; James W. Brashear, Mgr. Cast Iron, Aluminum & Brass Castings. Est. date of Oper. March 1959. (B)

Springdale—Wilson & Co.; Poultry Processing. Est. date of Oper. March 1959. (C)

Warren — Stamp-O-Matic Corp.; Frank Pigg. Off. Assembles Machines to dispense trading stamps. Est. date of Oper. July 1959. (C)

CALIFORNIA

Azusa—U. S. Relay Co. Louis Fox, Pres. Tests and research electronics devices. Under Const. $150,000. (C)

Banning—Deutsch Moulding Corp.; Electronic, aircraft and missile parts. Under Const. (D)

Chatsworth—Thompson Ramo Wooldridge Inc.; Roscoe Blvd. & Fallbrook Ave. Lab and office. Plans announced. $3,330,000.

El Monte—Swimquip, Inc.; 3301 Gilman Ave. Under Const. 25,000 Sq. Ft.

Fresno—Buckner Mfg. Co.; Lawn, Turf, and farm sprinklers. Under Const. 10 acres. $300,000.

Fresno—Cal-Best Poultry, Inc.; Loren H. McFarland, Sr., Pres. 1636 S. 2nd St. Process Fryer chickens. Plans announced. $600,000. (C)

Los Angeles—Sherman Brothers Poultry Co.; 157th & Main Sts. Plans announced. 14,000 Sq. Ft.

Milpitas—Flush Panels, Inc.; George Elliff, Pres. 1666 So. Main St. Doors. Est. date of Oper. April, 1959. $200,000. (B)

Roseville—Dry Mix Materials Co.; Boyd E. Oliver, Pres. and Gen. Mgr. Dry Mix Sets. Under Const. Est. date of Completion. March 1959. $350,000.

Salinas — Nestlé Co., Inc.; Arthur R. Woodman, Mgr. Chocolate Plant. Plans announced. $5 million.

San Francisco—I-T-E Circuit Breaker Co.; Lindenville Ind. Park. Whse. Low voltage electrical Equip. Est. date of Oper. April 1959.

San Jose—Consolidated Lithograph Corp.; J. W. McGean, Pres. 920 1st St. Commercial Lithograph. In Oper. $150,000. (B)

San Jose—Metropolitan Steel Supply; William Pataoff, Pres. 1693 S. 1st St. reinforcing steel and allied products. In Oper.

Stockton — Collier Carbon & Chemical Corp.; Donald F. Shanks, Mgr. 1900 Block, N. Broadway. Whse. and office and 4 storage tanks. Plans announced.

Van Nuys — Radio Corp. of America; Arthur L. Malcarney, Ex. V. Pres. Balboa Blvd. & Mapa St. Radar Missile Center. Under Const. $Multi-million. 50 acres. (E)

Vina Vista—Freuhauf Trailer Co.; San Bernardino Freeway. Truck Trailers. Plans announced. 100 acres (D)

COLORADO

Denver—Sterling Steel & Supply Co.; Jack A. Speyer, Gen. Mgr. W. 48th Ave. & Valley Hwy. Steel Prod. & Fabric. Erect. of Structure Steel Bridges and Build. Plans announced. $700,000. 14 acres. (C)

CONNECTICUT

Clinton—Pond's Extract Co. Toiletries & Cosmetics. Under Const. $2½ million.

New Haven—Bradley Semiconductor Corp.; Dr. Bradley, Pres. Selenium & copper oxide rectifiers, modulators & arc suppressors, "Red-top" silicon diode. Est. date of Oper. March 1959. 2½ acres.

DELAWARE

No Plants reported.

DISTRICT OF COLUMBIA

Washington 3—Washington Star; Samuel H. Kauffmann, Pres. 225 Virginia Ave., S.E. News Publication. Est. date of Oper. March 1959. $Multi-million. (E)

FLORIDA

Clearwater—Cast-Crete Corp. of Fla.; John C. Kasman, Pres. Concrete Products. Plans announced. 12 acres.

Clearwater—Sportscraft Trailer Mfr. Co. Inc.; R. L. Allen, Pres. Mobile homes. In Oper. 22,000 Sq. Ft. (B)

Clearwater—Suncoast Oxygen Serv. Inc.; Dr. Edward C. Norris, Pres. Oxygen & Hydrogen, compressed gas. Est. date of Oper. early 1959. (This is a correction from February issue)

Deland—S. P. & Jeannette Cole; S. P. Cole, Pres. Citrus Juice Bases. In Oper. 25,000 Sq. Ft. (B)

Ft. Lauderdale—Southern Interiors; E. O. Lehubenter, Pres. Plastic Products. In Oper.

Fruitville — Workman Electronic Plant; Henry Workman, Owner. Packinghouse Rd. Under Const. 2½ acres.

Hialeah—Superior Window Co.; Al Brenner, Pres. 625 E. 10th Ave. Aluminum windows. In Oper. $500,000.

Jacksonville—Duval Concrete Co.; Leslie Alexander, Gen. Mgr. ready-mixed concrete. Under Const. 80,000 Sq. Ft. (B)

Mauchula—Revel & Pierce Mfg. Co.; veneer. In Oper. (B)

Miami—Ethel Joseph, Inc.; Joseph Joseph, Pres. Ladies' Dresses. In Oper. (B)

Miami—Linde Products Mfg. Co.; David Samelson, Prtnr. Chair & Auto cushions and home furnishings. In Oper. (B)

Miami—Metro Mfg. Co.; Jerry Elkin, Pres. Men and boys sportshirts' & pants. In Oper. (B)

North Miami—Scottie Craft Boat Mfrs. Jack A. Brown, Pres. Boats. In Oper. (B)

North Miami Beach—Squall King Boats, Inc.; William Webb, Pres. Fiber glass boats. In Oper. (B)

Orlando—All States Engineering Co.; Paul E. Frisbee, Mgr. Electronic Engineering. Plans announced. (B)

Perry—E. W. Jackson Co.; Edward Watson, Mgr. Rough sawed hickory. In Oper. (B)

Quincy—Southern Wires, Inc.; E. J. Buell, Pres. Metal filters for pulp mills. Est. date of Oper. June 1959. (C)

St. Petersburg—J. Warren Bowman; J. Warren Bowman, Pres. Feed Processing. In Oper. (B)

Tampa—Florida Nitrogen Co. John Riley, Pres. Nitric Acid. Plans announced. $3 million.

Tampa—Thatcher Glass Mfg. Co., Inc.; William J. Green, Pres. Tampa Indust. Park. Glass Containers. Est. date of Oper. Fall 1959. 30 acres. $Muti-million. (D)

Tarpon Springs—Gulf Gold, Inc.; Kenneth M. Tuttle, V. Pres. Shrimp Processing. Plans announced. $150,000. (B)

Panama City—Bradshaw Steel & Forge Co. Kenneth Bradshaw, Pres. Pipe fittings & Flanges. Est. date of Oper. March 1959. $6 million. (D)

GEORGIA

Atlanta — American Can Co.; Container Plant. Plans announced. 150,000 Sq. Ft. (D)

Atlanta — Foote & Davies, Inc.; Albert Love, Pres. 764 Miami Cir. N.E. Printing. In Oper.

Bethlehem — Harrison Poultry Co. Inc.; Poultry Processing. Plans announced. $400,000.

Carrollton—E. F. Houghton & Co.; Oils, chemicals and packings. Plans announced. 5 acres.

NEW PLANTS

Cartersville—Visking Co. Polyethylene film. In Oper. (C)

Cedartown—Thomas Electronics Inc. Bernard T. Hart, Pres. U. S. Hwy. 278. Produce television picture tubes. Plans announced.

Decatur — Peavy Concrete Products Co. Concrete Products. Plans announced. $300,000.

Hawkinsville—Lee Mfg. Co. Bob Edge, Pres. Garments. Est. date of Oper. April 1959. $150,000. (C)

Ludowici — Southeastern Concrete Sales Co.; Pre-casting concrete products. Plans announced. (B)

Lumber City—Columbus Oak Flooring Co.; Oak Floors. Under Const. (B)

Moultrie—Bridgeport Brass Co. Plumbing Mfg. Plans announced. 65,000 Sq. Ft. (C)

Moultrie—Wright Motor Co.; R. B. Wright, Jr., Pres. N. Main St. Ford Whse. for parts, paint shop and showroom. In Oper.

Savannah—Savannah Terminal Inc. Hamp Clark, Term. Mgr. Savannah State Docks. Received, stores, blends, and ships asphalt for Shell Oil Co. Plans announced.

Tifton — Kinder Mfg. Co.; Clifton K. Kindler, Owner. 2nd Street. Mobil Home furnishings. Est. date of Oper. March 1959.

HAWAII

No Plants reported.

IDAHO

Payette—Mountain States Te. & Tel. Co.; Harvey G. Green, Mgr. New building for Long Distances. Est. date of Const. February 1959.

ILLINOIS

Alpha—Moorman Mfg. Co.; Dean Grimes, Gen. Mgr. Hwy. 150. Feed mill. Plans announced. $250,000.

Cherry Valley — Ipsen Industries Inc.; Wheeler Rd. Ceramic parts for radio & Chemical Industries. Plans announced 47 acres. (B)

Chicago—Libby, McNeill & Libby; Clinton L. Nelson, V. Pres. Ashland Ave. Canned meats. Plans announced. $10 million.

Decatur—A. E. Saley Mfg. Co.; Research center. Plans announced. (C)

Dwight—D. J. Davis Co.; D. J. Davis, Pres. Precision wound coils. Plans announced. (C)

Elk Grove—Shaffer Spring Co.; springs for windows and other uses. Under Const. (B)

Jacksonville—New Method Book Binding Inc.; Lawrence Sibert, Off. Routes 36-54. Book binding. Under Const. 6 acres.

Melrose Park—The Stanley Works; Tools, steel strapping, & Hdwr. Plans announced. 70,000 Sq. Ft.

Mossville—Caterpillar Tractor Co.; Industrial Engine Plant. Production of diesel engines. Est. date of Oper. 1959. 1,200 Acres.

Rock Island — Miller Container Corp.; Thomas J. Miller, Pres. Andalusia Rd. Corrugated boxes and corrugated Sheets. Under Const. $150,00. 5 acres (C)

Rock Island—Rock Island Steel Co.; Structural steel for buildings & Bridges. Est. date of Const. 1959. (B)

INDIANA

Gary—Gary Steel Works; Sintering Plant. In Oper. 24 acres.

Indianapolis — Link-Belt Co.; 519 N. Holmes. Ball and roller bearings. Plans announced. $5 million. 70 acres.

IOWA

Keokuk — St. Louis Diecasting Corp.; Robert C. Shirtum, Pres. Hwy. 61-218. Die-casting—Tools, household appliances. Est. date of Oper. August 1959. (D)

KANSAS

Kansas City—E. R. Squibb & Sons; Marvin A. Fortner, Sls. Mgr. U. S. 50 & 69. Whse. Plans announced. $1 million.

KENTUCKY

Lexington—Parker-Hannifin Corp; 817 E. 3rd St Oil, fuel and hydraulic system seals. Plans announced. (D)

Louisville — Anaconda Aluminum Co.; Archibald P. Cochran, Pres. Aluminum shapes and aluminum products. In Oper. $140 million. (D)

LOUISIANA

New Orleans—John H. Harland Co.; Anthony J. Cotogno, Mgr. Checks, Lithographers, engravers and stationary. Hq. Atlanta, Ga. In Oper. (B)

MAINE

Bangor—Kagan-Lown & Co.; Shoe Mfg. Under Const. (B)

MARYLAND

College Park—Macinar, Inc. Paul S. Gaston, Pres. Table supports, and steel wool soap pads. Plans announced. (B)

MASSACHUSETTS

Lexington — Itek Corp. of Waltham; Laboratory. Plans announced. $1 million. (D)

Rockland—Fisher-Pierce Co.; Richard T. Fisher, Pres. Fiber-glass boats. Est. date of Oper. Jan. 1959. 20,000 Sq. Ft.

Rowe — Yankee Atomic Electric Co.; Atomic Power Plant. Est. date of Oper. 1960. $50 million.

MICHIGAN

Clinton—The Pop Tent Corp.; Clifford G. Baker, Gen. Mgr. Sport tents, canvas shelters. Plans announced. (B)

Concord—Durable Toy & Novelty Co., Inc.; Toys. Plans announced. (B)

Milan—Robertson Mfg. and Stabe Co.; Stanley Hill, Mgr. Allen Rd. Under Constr. (B)

Owosso—Owosso Bleach Mfg. Co.; Thomas W. Dwyer, Mgr. & Owner. "Tru White Bleach". In Oper. (B)

MINNESOTA

No Plants reported.

MISSISSIPPI

Aberdeen—Walker Mfg. Co.; Automotive tailpipes. hydraulic jacks, filters. In Oper. (B)

Aberdeen — T.I.L. Sportswear; Tommy Longenecker, Owner. Sportswear. In Oper. (D)

Belzoni—Crescent Casework Corp.; Woodworking. Plans Announced. (B)

Columbus—H.E.F. Inc. Elements of the fuels for chemical powered rockets and planes. Also ammonium chlorate. In Oper. (C)

Crystal Springs—General Equipm Mfg. Co.; Don Hame, Mgr. Est. date of Const. Feb. 1959. School Furniture. $300,000. (B)

Jackson—Blaw-knox Co. of Pittsburgh; Dixon Rd. Fabricate piping for refineries, and chemical and generating plants. 15 acres. (B)

McComb—Shell Oil Co.; Little Creek Oil Field. Gas Refinery. Est. date of Const. Feb. 1959. $1 million.

Pascagoula—Continental Can Co.; U. S. Hwy. 90. Metal cans. Est. date of Oper. August 1959. 7 acres. $1 million. (B)

Purvis—Kaiser Aluminum & Chemical Corp.; Calcining Petroleum Coke. Est. date of Oper. Aug. 1959. $500,000.

Shannon—Siesta Furniture Mfg. Co.; Upholstered Furniture. Plans announced. (C)

Tupelo—Gary Quilting Corp.; Cotton, wool and synthetic quilting for apparel and furniture industries. Est. date of Oper. April 1959. (B)

Tutwiler — Mastercraft Corp.; Furniture felt, mattresses and upholstered Furn. Plans announced. 20,000 Sq. Ft. (B)

MISSOURI

Joplin—Marley Co. of Kansas City; Joseph A. Cameron, Ex. V. Pres. Water cooling towers for industry and air conditioning. Plans announced. (B)

Mexico—Mexico Refractories; Brick Mfg. Plans announced. 50 Acres. $2 million.

Benton—The Star Chair Co.; Diversified furniture. In Oper. (B)

MONTANA

Culbertson—Pacific Veg. Oil Corp. B. T. Rocca, Jr., Pres. Safflower Oil. Est. date of Oper. Spring 1959. $500,000. (B)

Cut Bank—Arras Tank Co.; Robt. E. Arras. Oil Tanks. Plans announced. (B)

Polson—Polson Plywood Co.; Will Tiddy, Off. Lumber, Chips, Plywood. Plans announced. $300,000. (B)

NEBRASKA

No Plants reported.

NEW PLANTS

NEVADA

No Plants reported.

NEW HAMPSHIRE

Franklin—Webster Valve; Valves. Est. date of Oper. February 1959. (D)

NEW JERSEY

Pennsauken—Lee Mark Metal Mfg. Co.; Abe B. Cohen, Pres. Rt. 130 and Bethel Ave. Stainless steel equip. for hotels and institutions. Under Const. 6-acre site. (C)

Vineland—Venice Maid Co.; John Pepper, Pres. North Mill Rd. Food Process. Plans announced. 80,000 Sq. Ft.

NEW MEXICO

Albuquerque—Royal Crown-Nehi Bottling Co.; Candelaria N.E. Under Const. $400,000.

NEW YORK

Buffalo—General Mills Inc.; Willard H. Meineck, Mgr. Michigan Ave. Flour producing Mill. Const. Completed. $Multi-million. (E)

Fulton—White Mop Wringer Co.; Lee N. Vedder, Pres. Commercial Floor Cleaning Equip. In Oper. 15-acre site.

Plainview—Acoustica Assoc., Inc. Expressway Industrial Park. Est. date of Oper. June 1959 (C)

Rochester—Synthetic Organic Chemical; Div. of Dynacolor Corp. of Brockport. Edwin F. Olszewski, Chf. Chemist. Kodachrome Film synthetics. In Oper. 7,000 Sq. Ft.

NORTH CAROLINA

Asheville — Asheville Concrete Materials, Inc. Anthony J. Scavone, Gen. Mgr. Meadow Rd. Ready-mix Concrete. Est. date of Operation March 1959. (B)

Asheville—Ball Brothers Co., Inc.; Jars and bottles. Plans announced. (D)

Asheville—Dayton Rubber Co. Bed & pillow covers. Plans announced. (C)

Asheville—Gerber's Food Products; John Erichson, Mgr. Hendersonville Hwy. Baby food. Est. date of Oper. Sept. 1959. 45-acre site. $2 million. (D)

Candler—Western N. C. Pallet & Forest Products Co., Inc.; Albert Hice, Pres. Wood pallets for Ind. Materials Handling. Est. date of Oper. April 1959. (B)

Chadbourn — Chadbourn Textile Corp. Knitted wear. Plans announced. (C)

Earl — Fiber Industries Inc.; James H. Black, Pres. Teron, a synthetic fiber. Under Const. 215-acre site. (E)

Jacksonville—Barrus Const. Co.; Alban K. Barrus, Pres. Ready-mix Concrete. Under Const. $250,000. (A)

Midland — Midland Mfg. Co. Women's wearing apparel. Plans announced. (B)

Rockingham—Hamlet Products Co.; Women's slips. Plans announced (D)

Silver City—Sol Enterprises Inc.; Russell Bondurant, Mgr. Ladies Sportswear. In Oper. $85,000. (D)

Southern Pines—Trimble, Inc.; Charles De Puy, Pres. Baby furniture. Est. date of Oper. Sept. 1959. 50,000 Sq. Ft. (C)

Waxhaw—Filatex Corp.; Elastic Yarn. Est. date of Oper. March 1959. (C)

Wilmington—Merritt-Holland Gas Co. Eugene W. Merritt, V. Pres. Carolina Beach Rd. Gas storage and production plant. Est. date of Oper. March 1959. 4-acre site.

Wilmington—Phoenix Apparel, Inc.; Morton Rose, Pres. Garments for Army. Est. date of Oper. July 1959. 25,000 Sq. Ft. (D)

NEW PLANTS

NORTH DAKOTA

Richardton—Richardton Machine & Mfg. Co.; Joseph M. Gross, Pres. Silage wagons, machine work. In Oper. (B)

OHIO

Berea—Loren Cook Co.; Industrial and commercial Ventilators. Plans announced. $150,000. 2½-acre site. (B)

Bowling Green—Hub Grain Assn. Al Koppenhafer, Mgr. Grain elevator. Plans announced. $300,000.

Cortland—Warren Molded Plastics Co.; Vincent Cetrone, V. Pres. Fowler St. Plastic Products for auto, furniture and appliance bus. Under Const. 4 acre site (B)

Dayton—Linden Tool and Mfg. Co.; Walter F. Miller, Pres. Tool Mfg. Est. date of Oper. July 1959. $350,000.

Lorain—Fabricated Equip. Corp.; Joseph J. Girz, Gen. Mgr. Packaged steel sewage treatment plant. Est. date of Oper. March 1959. (B)

Lima—Standard Oil Co. of Ohio (Soho); Acrylonitrile. Under Const. $Multi-million. (C)

Medina—Hood Chemical Co., Inc.; William Filmore—Plant Mgr. West Smith Rd. Starch bleach and amonia products. Plans announced. $250,000. 6-acre site. (B)

Sandusky—Boat Marina; Francis Pepon, Mgr. Boat service facilities. Plans announced. $1 million.

OKLAHOMA

No Plants reported.

OREGON

Astoria — Port Plywood Corp.; Arvis C. Capps, Pres. Fir plywood from green veneer. Est. date of Oper. March 1959. (B)

Portland—Abbey Rents. Ned Nelson, Mgr. NE Sandy Blvd. & 15th Ave. Rents and sells sickroom and party Equip. In Oper. $300,000.

Tigard—Nalley's Inc.; Potato Chips. Plans announced. $350,000. 6½-acre site. (B)

PENNSYLVANIA

Erie — Telephone Electronics Installation Corp.; Edward W. Messmer, Pres. Erie Industrial Park. Install Telephone station Equipment. Plans announced. (B)

Fort Washington—Carpenter Steel Co.; Fort Washington Ind. Plans announced. (B)

Greencastle — National Dairy Products; Processing & Freezing fresh fruits. Plans announced. (D)

Greenville—Damascus Tube Co.; R. R. Mills, Treas. Reynolds Dev. Area. Welded stainless steel tubing & Pipe. Plans announced. $400,000.

Hanover—National Can Corp.; J. T. Shipley Gen. Mgr. Cans. Plans announced. (C)

Jeanette—Carnival Creation Inc.; J. H. Millstein, Owner. S. 3rd and Magee Ave. Oper. end of 1959. (D)

Kutztown—Yoder Concrete, Inc.; William E. Yoder, Owner. Willow St. Ready Mix Concrete. Est. date of Oper. Feb. 1959. 3-acre site.

Lancaster—Ohio Boxboard Co. Corrugated cardboard shipping cases and special die-cut containers. Est. date of Oper. June 1959. $2 million. 20-acre site.

McKees Rocks—Pepsi-Cola Co.; Fred C. Sebulske, Gen. Mgr. 400 Graham St. bottling plant. In Oper. 270,000 Sq. Ft.

Old Forge—Rohr Lingerie Inc.; Nicholas Witiak, Peter Matechak, and Marian Rohr, Mgrs. Dunn Ave. In Oper. (C)

Port Carbon—Textron Metals Co.; Metal Home Improvement Products. In Oper. $2 million. (D)

Southampton—Wheeling Corrugating Co.; E. B. Carter, Off. Corrugated Metal calvert pipe. Plans announced. $500,000.

Upland—Upland Industries, Inc.; 119 6th St. Saw & Wrenches. Plans announced. $750,000.

Worcester—Daystrom Transicoil; Production of servox, synchros, and related assemblies. Under Const. (B)

PUERTO RICO

Catano—International Rubber Corp.; Elastic cloth. Plans announced. (B)

Fajardo—Kelvin Co. of Puerto Rico; Resistors. Est. date of Oper. March 1959. (B)

Fajardo—Langston Mag Co.; Burlap & cotton bags. Est. date of Oper. April 1959. (B)

LaJas—General Enterprises Inc.; embroidery. Est. date of Oper. March 1959. (B)

Mayaquez—Applique Inc.; Applique embroidery. Est. date of Oper. Feb. 1959. (C)

Mayaquez—Rafali Corp. Lingerie. Est. date of Oper. March 1959. (B)

RHODE ISLAND

E. Providence—Nicholson File Co.; Paul C. Nicholson, Jr., Off. Files and rasps, etc. Est. date of Oper. Summer 1959. $250,000. 24,000 Sq. Ft. (C)

SOUTH CAROLINA

Anderson—Iva Mfg. Co.; beachwear, for men and women. Plans announced. (C)

Charleston—Stein Hall Co., Inc.; Chemicals. In Oper. $800,000. (B)

Estill—South Soya Corp. Soybean oil, etc. In Oper. $500,000.

Greer—Homelite; John Reed, Wks Mgr. Generators, pumps, blowers, etc. Plans announced. 50-acre site. (D)

West Columbia—Atlantic Poultry, Inc.; Ralph Matthews, V. Pres. Hwy. 378. Process broilers, and turkeys. Est. date of Oper. March 1959. $364,000. (C)

SOUTH DAKOTA

No Plants reported.

TENNESSEE

Gleason—Henry I. Siegel Co., Inc.; Men's and boy's slacks. Under Const. (D)

Huntingdon—Southern Transformer Co.; electric transformers. Plans announced. $140,000. (B)

Nashville — Gallatin Aluminum Prod.; Aluminum Products. Est. date of Oper. Jan. 1959. 21,500 Sq. Ft.

TEXAS

Arlington—U. S. Steel Corp.; Supply Whs. and office. Plans announced. 2-acre site.

Brook Hollow—Acre Service; G. M. DeJarlais, Owner. Ambassador Row. Repairing Air Conditioners. In Oper. (B)

Bryan—Albritton Engineering Corp.; Ford D. Albritton, Pres. Carson St. Commercial and Residential Aluminum. Est. date of Oper. June 1959. 6-acre site. $500,000. (D)

Dallas—Southwestern Steel Container Co.; Gordon D. Zuck, Pres. P. O. Box 358. Steel Pails and drums. In Oper. (C)

Ft. Worth—Alcon Laboratories, Inc.; Office, Lab. and Mfg. Plant. Under Const. $1 million.

Ft. Worth—ARA Mfg. Co.; J. O. Toler, Pres. 5950 E. Rosedale. Fiberglass boats, inboard and outboard. In Oper. (C)

Ft. Worth—Lindustries; William F. Lind, Gen. Mgr. 1041 Foch St. Air conditioning units for passenger cars, trucks, and other mobile equipment. In Oper. (B)

Houston — Southwestern Industrial Electronics Co.; Keith R. Beeman, Pres. 10201 Westheimer Electronic Instruments. Est. date of Oper. March 1959. (D)

Hurst — Western Builders Supply Co.; Floyd L. Carmichall, Pres. Hwy. 183. Concrete blocks. In Oper. $500,000.

Paris—Pennsylvania Tire Co.; James H. Hoffman, Pres. Loop Hwy. tread rubber for recapping tires. Est. date of Oper. July 1959. (B)

Sunray—Helix Co.; Helium for U. S. Government. Plans announced. $13½ million.

UTAH

Cedar City—Western Wood Excelsior Co.; Excelsior. In Oper. (C)

Salt Lake City—Eaton Metals Products Co.; Steel fabricated products. In Oper. 28,000 Sq. Ft. (C)

Salt Lake City—Pyke Mfg. Co.; Sportswear clothing. In Oper. 38,000 Sq. Ft.

Salt Lake City—Silver Steel Co.; Cement mortar lined steel water pipe. Under Const. 60,000 Sq. Ft. $750,000.

VERMONT

North Troy—Owens-Illinois Plywood Co.; E. N. Hanley, Plt. Mgr. Plywood. Plans announced. $1 million. (D)

VIRGINIA

Bridgewater—Metro Pants Co.; Plans announced. 4-acre site. (C)

Danville—Norton Mfg. Co.; H. B. Norton, Pres. Wood mouldings. Est. date of Oper. May 1959. (B)

Danville— H. K. Porter Co., Inc.; U. S. Hwy. 29. Tools. Est. date of Oper. Sept. 1959. $1 million. 70-acres site. (D)

Petersburg — Moore's Wholesale Builders Supply; Building Materials & Supplies. In Oper. 13,000 Sq. Ft.

Petersburg—Petersburg Concrete Pipe & Products; Concrete piping. Plans announced. $250,000.

Petersburg—Ready Quick Food Co.; Prepeal potatoes & Frozen onion rings. In Oper. $50,000. 7,500 Sq. Ft. (B)

Piney River—Nuffalo Mines, Inc.; Robert C. Brand, Pres. Route 678. Est. date of Oper. April 1959. $500,000. 316-acre site. (B)

Richmond—District Paper Stock Co. Inc.; John R. Nicholson, Gen. Mgr. Dabney Rd. Dealers in waste paper. In Oper. 20,000 Sq. Ft.

Richmond — Universal Tractor Equip. Corp.; Off. Whse. Est. date of Oper. Oct. 1959. $600,000.

Winchester—Crown Cork & Seal Co., Inc.; John F. Connelly, Pres. U. S. Route 11. Cans, crowns, closures for the beverage, dairy, brewing, cosmetic, chemical, petroleum Industries. Under Const. 40-acre site.

WASHINGTON

Aberdeen—Harbor Plywood Corp.; John Prince, Mgr. Plywood, Hardwood, etc. Plans announced. 50,000 Sq. Ft.

Camas—Crown Zellerbach Corp.; Gordon Gerttula, Mgr. Chemical Processess to utilize lignins, wood sugars and other leftovers of papermaking. Plans announced, 7,200 Sq. Ft.

Centralia—Cardinal Doors Inc.; Wilbert F. Brewer, Pres. Doors. Under Const. $40,000. (B)

NEW PLANTS

Lacy—Continental Can Co.; H. M. Blinn, V. Pres. Pacific Div. Beer Cans. Plans announced. 20-acre site. (C)

WEST VIRGINIA

No Plants reported.

WISCONSIN

Horicon—Marlin Electric Co.; Ray Maloney, Pres. Electrical Equip. Est. date of Oper. May 1959. (B)

Oshkosh — Pluswood Industries; F. L. Boschwitz, Ptnr. Finished Plywood Panels. Under Const. (B)

Wausau—Wausau Metals Corp.; Glenn R. Straub, Pres. & Gen. Mgr. West Street. Aluminum Windows, etc. In Oper. (B)

WYOMING

No Plants reported.

CANADA

ALBERTA

No Plants reported.

BRITISH COLUMBIA

Chetwynd—Peace River Forest Ind.; Lumber. Plans announced. (B)

MANITOBA

Brandon—Fropak Ltd.; Hugh Paton, Pres. Fresh frozen meats, vegetables. Est. date of Oper. 1959. $300,000. (A)

St. James—Emco Ltd.; R. S. MacLean, Mgr. Distr. plumbing and heating supplies. Est. date of Oper. June 1959. $350,000. (B)

St. James—Levit Sign Co. Ltd.; J. Levit, Mgr. Signs, lettering, lighting, displays. Est. date of Oper. Fall 1959. $300,000. (B)

NEW BRUNSWICK
NEWFOUNDLAND
NOVA SCOTIA

No Plants reported.

ONTARIO

City of Peterborough—Traveller Mfg. Co. Ltd.; Ray Aquin & Denys Bryon, Plnt. Offls. Aluminum and fiberglass boats. In Oper. 20,000.
$20,000.

Toronto—Canada & Dominion Sugar Co. Ltd.; Refines Raw sugar. Est. date of Oper. April 1959. (B)

PRINCE EDWARD ISLE
QUEBEC

No Plants reported.

SASKATCHEWAN

Regina—Dominion Bridge Co. Ltd.; Fabricating plant for steel. Under Const. 22-acre site. $1 million. (C)

Regina—Martin Paper Products Ltd.; Corrugated containers. In Oper. (B)

OTHER COUNTRIES

Australia—Melbourne. Standard Vacuum Oil Co.; Produce polyethylene, polystyrene and GRS-synthetic rubber. (C)

Netherlands — South Holland. Du Pont; Arthur H. Geil, Mgr. Dir. Orlon acrylic fiber. Under Const. Est. date of Oper. 1961. 40-acre site. (D)

Northern Ireland—Londonderry. DuPont; Paint Plant. Under Const. Est. date of Oper. 1960. (C)

West Indies—Jamaica. Esso Standard Oil (S.A.); L. J. Brewer, Pres. Oil refinery. Plans announced. $18 million. (C)

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Van Norman Industries, Inc.

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EXECUTIVE OFFICES
OFFICE OF THE PRESIDENT

From: - Herbert I. Segal, President

To: - All Presidents
Messrs. Butterworth
Crowder
Fisher
Greer
Lackoff
Myers
Yunker

Re: - Our File 8-L/2-C
Sales Aids

September 25, 1958

I was very much impressed by a careful reading of the September 1958 issue of "Industrial Development" (a Conway Publication, 109 Market Place, Baltimore 2, Maryland). Besides the general reading matter which also is of interest they have a section "New Plant Summary" which lists, state-by-state and city-by-city within the states, new plants, the purpose, the products, the estimated time of completion and costs.

It seems to me that there are many good leads here for business for almost every one of our divisions.

I therefore suggest that you obtain a copy, the September issue, look through pages 42/53 and send your memos to your distributors and salesmen in the respective territories. This should lead to additional business from old customers and good business from new customers.

Herbert Segal

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Like many thousands of businessmen, Mr. Segal has found that careful reading of ID/mr is helpful in many phases of his company's operation. Features on long-range planning techniques, plus case-history experiences of leading companies in expansion planning added to the hundreds of new plant reports issued monthly add up to money-saving ideas—plus many "good leads for new business."

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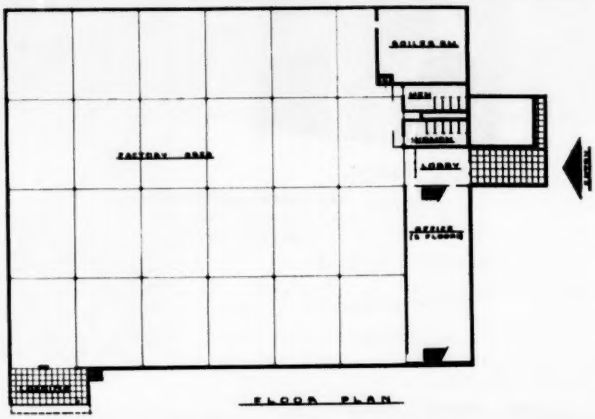

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Provision is made, also, for applying DIAMONTEX Panels to existing acoustical ceilings by means of either screws or toggle bolts and a special type of molding which covers the heads of the screws or bolts after they are in place.

DIAMOND MANUFACTURING CO. WYOMING (Wilkes-Barre Area) PA.

Geographic Hub Is Shifted Again

WASHINGTON. The addition of the new State of Hawaii to the Union moves the geographic center of the United States to a new position approximately six miles from its present location in Butte County, South Dakota, Rear Admiral H. Arnold Karo, Director of the Coast and Geodetic Survey, U. S. Department of Commerce, has announced. This is the second time within a year that the location of this center has been changed. In July 1958, when statehood for Alaska was voted, it was moved 439 miles northwest from its traditional site near Lebanon, Kansas.

The new center, now that admission of the 50th State has been voted by the Congress, is located approximately 40° 58′ N and longitude 103° 46′ W, as computed by Coast and Geodetic Survey mathematicians. Although still in Butte County, South Dakota, the center has been moved about six miles west-southwest from the position computed for it last July when it represented the center of the United States, including the 49th State. The new position is now approximately 17 miles west of Castle Rock, South Dakota.

Admiral Karo states that due to the difficulty of determining the exact geographic center of several large, irregular, and separated areas on a spheroid, the new location could fall anywhere within 10 miles of the newly computed point.

Several methods of approaching the solution are available, but none is of any scientific significance.

In computing the new position the mathematicians started with the geographic center of the 49 States, computed in July 1958 by the Coast and Geodetic Survey to be approximately at latitude 44° 59′ N and longitude 103° 38′ W. In the next step the geographic center of Hawaii was determined, using the so-called "center-of-gravity" method. In final determination of the geographic center, the area and location of the 49 States were weighed against the area and location of Hawaii.

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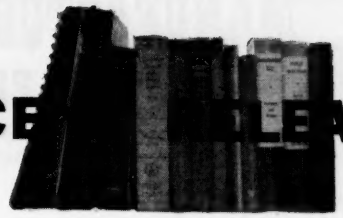


By Suzanne Johnson

For Your General Check List File

The Selection of Retail Locations by Richard L. Nelson. This is the first book ever published which presents a complete study of the many factors involved in selecting locations for establishments selling consumer goods or services.

Making heavy use of market research and statistical techniques, the author places the selection of sites on a rational and reliable basis. He develops principles of site selection, analyzes in detail the various methods of estimating sales or bank deposits, sets up selection procedures, and discusses and evaluates current and future trends in the retail marketing of goods and services. F. W. Dodge Corp., 119 West 40th Street, New York, New York. 422 pages. $9.00.

Real Estate Principles and Practices by Preston Martin. An authoritative estimate of future needs, this book stresses modern trends in a detailed treatment of: subdividing land for sale, financing and operating a construction company, forecasting changes in mortgage prices, calculating or estimating yields on mortgage investment, appraising property and processing loans through the Veterans Administration.

The information on development, title insurance, the mortgage market, the "technical" aspects of mortgages and evaluation of VA programs is original and highly provocative. The Macmillan Company, 60 Fifth Avenue, New York, New York. 427 pages. $9.00.

Scientific Management of Marketing Operations by Al N. Seares. The author charts the most advanced thinking and practices for combining modern marketing with profitable scientific management throughout the organization. Society for Advancement of Management, 74 Fifth Avenue, New York, New York. 35 pages. $1.50.

Practicalities in Residential Land Development. A symposium on hillsides, community facilities and rental housing. Urban Land, January, 1959. Urban Land Institute, 1200 18th Street, N.W., Washington 6, D. C. 8 pages. $1.00.

Expressway Influence on Land Use and Value by James H. Lemly. A study of the economic effects of expressway construction on land use and values in the Atlanta area. School of Business Administration, Georgia State College of Business Administration, Atlanta, Georgia. 137 pages. $2.50.

The Changing Economic Function of the Central City by Raymond Vernon. The absolute decline in population, jobs, values, and economic activities in the older central cities and the failure to find new economic functions for the areas between downtown and the suburbs that are coming to be known as the grey belt are problems highlighted by this study. Committee for Economic Development, 711 Fifth Avenue, New York, New York. 79 pages. $1.00.

Industrial Zoning . . . Key to Community Progress. Adapted from a speech by J. O. Coates, Consumer Power Company. Area Development Department, Consumer Power Company, Jackson, Michigan. 8 pages.

The Challenge of Urban Renewal by M. Carter McFarland. A monograph based on a series of lectures. Urban Land Institute, 1200 18th Street, N.W., Washington, D. C. 44 pages. $3.00.

For Your Area Check List File

Piqua, Ohio. An industrial, economical and recreational guide. C. M. Sims, Managing Director, Piqua Chamber of Commerce, Piqua, Ohio. 119 pages.

An invitatio.. from Chittenden County, Vermont. Brochure giving advantages of the area. Greater Burlington Industrial Corporation, Box 613, Burlington, Vermont. 20 pages.

Mississippi Today. Outlines the state's growth and future potential. Industrial Department, Mississippi Agricultural and Industrial Board, State Office Building, Jackson, Mississippi. 32 pages.

Economic Survey of Metropolitan Miami. A survey designed to provide management personnel with the statistical indicators necessary for evaluation of their particular commercial or industrial potential in the area. Dade County Development Department, Chamber of Commerce Building, 345 Northeast 2nd Avenue, Miami 32, Florida. 302 pages.

Production Costs Here and Abroad by Theodore R. Gates. A comparative study of the experience of American manufacturers. National Industrial Conference Board, Inc., 460 Park Avenue, New York, New York. 136 pages. $17.50.

Progress Report 1958—Jackson, Mississippi. This report illustrates the dramatic progress Jackson has made during approximately the past ten years and also points up some of the city's plans for the future. Chamber of Commerce, Box 1038, Jackson, Mississippi. 61 pages.

DIRECTED BY
Richard Edmonds . . 1882-1930
Frank Gould 1930-1943
William Beury . . . 1943-1955
McKinley Conway . . 1956

MANUFACTURERS RECORD
(IN REVIEW)

"What Enriches Any Region Enriches The Nation"

APRIL 1885 (AS ABSTRACTED MORE THAN 70 YEARS LATER) BALTIMORE, MD.

IMPORTANT TO VISITORS

Persons arriving in New York via Cortlandt Street Ferry, by taking the 6th Avenue Elevated Train, corner Church and Cortlandt streets, can reach the Grand Union Hotel in 42nd street, opposite Grand Central Depot, in twenty minutes and save $3 carriage hire. If en route to Saratoga or other summer resorts via Grand Central Depot, all baggage will be transferred from hotel to this depot free. 600 elegantly furnished rooms $1 and upwards per day. Restaurant the best and cheapest in the city. Families can live better for less money at this hotel than at any other first-class hotel in the city.

CORRUGATED IRON

This material is rapidly taking the place of wood for building purposes. For siding, roofing, shutters, doors, etc., corrugated iron is preferable to other material, because there is no shrinkage, cracking or liability to fire from flying sparks, or other causes. For mills, elevators, factories, rinks, theatres, etc., etc., it is just the thing, for it is fire and lightning proof. In siding the joints are so neatly made that they are scarcely perceptible.

The Cincinnati Corrugating Company report orders coming in every day for their products, and the officials of the company predict that corrugated iron is *the* building and roofing material of the future.

They have lately issued a new catalogue and price list, which will be sent free by them to any address.

Mr. J. G. Batelle, the genial secretary of the company, is always ready to answer promptly all questions concerning the merits, cost, etc., of corrugated iron roofing and siding.

MORE INDUSTRIES STARTING UP

READING, Pa., April 14—The Philadelphia Bridge Works, at Pottstown, which were working with a largely decreased force, has received a contract involving the construction of 700,000 pounds of manufactured iron for the new steel works at Pottstown, which are to be the largest of the kind in the Schuylkill valley. With the starting up in the new nail works of Illis, Lessig & Co., Pottstown will experience a revival that has not been felt for 18 months.

MOUNT CARMEL, Pa., April 14—After a suspension of 14 weeks work was resumed at the Pennsylvania colliery this morning. The mine gives employment to 800 men, whose earnings annually approximate $350,000. During the long idleness the employees have been cared for by the business men of Mount Carmel, who are jubilant over the prospects of a speedy return of the amount they have expended in the support of the miners' families.

LEGAL JOTTINGS

The courts have decided that no boundary's fences can be made of barbed wire without consent of parties owning adjacent land, and any man who puts a barbed wire fence along the highway renders himself liable for all injuries resulting to stock passing along the highway.

It is proposed in Chicago to change the hour for jury trials so as to have them commence at 1 o'clock instead of 9 as heretofore. By this arrangement the juror would not be taken away from his business during the best part of the day. The court might occupy the interim from 9 to 1 in hearing equity cases, motions, arguments on instructions, and such matters.

The courts in Philadelphia have a puzzling question to decide. At a semi-fashionable ball given at the Academy of Music last winter, an elegantly dressed lady was ejected by order of the managers, because they thought her dress was cut lower than the regulation style called for. She therefore brought suit against the managers of the ball for damages for her outraged feelings in being thus publicly expelled from the academy. A legal wag has suggested that "Cooley on Constitutional Limitations" might be an authority on this matter.

A NEW WAGON WHEEL

Col. Joseph Barbierre, of Tennessee has invented a new wagon wheel, for which the following claims are made: "It is made of iron. The serpentine spokes are of wrought rod tubular iron, making it stronger and lighter. They are fastened to the rim by the T clip, giving additional strength to the rim, without perforating the same. The spokes of tubular iron rest in a socket on the spindle, in such a way as to combine the most strength with lightness and durability. It can be manufactured at lower figures, in half the time it takes to put the present wheel together and be fully as light a wheel as the one now in use. All pressure on a wheel is from without, the safety wheel through its inside clip and shoulder brace resists securely from within. The shape of the spoke and the withdrawn hub prevents any possibility of collision from passing wheel or wagon pole." A model of this wheel is on exhibition at Woodruff & Olivers, Memphis, Tennessee.

HEY POP, THAT'S US!

Throughout the South, life insurance needs continue to grow. To satisfy these needs, Life of Georgia is constantly broadening the scope of its insurance plans and service to policyholders. During 1959, four South-wide outdoor advertising campaigns will dramatize to millions of families the Company's service—literally *putting prospects in the picture.*

FINANCIAL HIGHLIGHTS—1958

LIFE INSURANCE IN FORCE $1,582,876,837
Gain of $116,731,435 in one year

PAID POLICYHOLDERS AND BENEFICIARIES $ 16,972,864

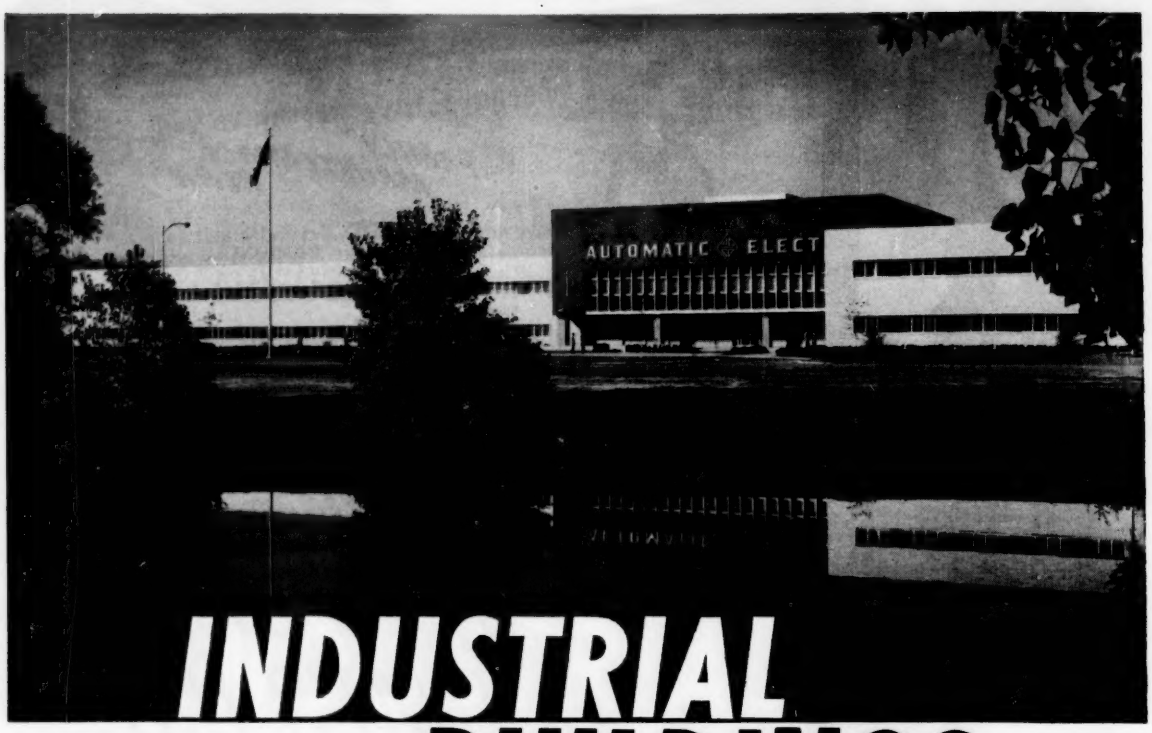
ASSETS . . . . . $ 171,779,931
Increase of $16,182,321 over 1957

LIABILITIES . . . . . $ 150,598,972
Liabilities Include Policy Reserves

SURPLUS FUNDS AND CAPITAL . . . . . $ 21,180,959

LIFE INSURANCE COMPANY OF GEORGIA

SERVING THIS FAST-GROWING REGION SINCE 1891



The extent to which a plant may be made aesthetically attractive is exemplified by the Automatic Electric Company's facility which is on a 167-acre site in Northlake, Illinois. The structure was designed and built by the Austin Company.

INDUSTRIAL BUILDINGS

There was once a time when almost all manufacturers had a hand in designing their own buildings, supervised their construction, paid for them, and maintained them. Today, many firms operate in structures in which they've never invested a dime. Between these extremes are innumerable alternative plans, one of which may best fit your needs.

So your firm needs an industrial building. All you have to do is find the right building and move in. Simple.

There are just a few basic questions to answer: do we need a custom-built structure, or can we use a conventional general-purpose building? Do we want to buy, rent, or lease with option to buy? Is time a factor? How important to us are aesthetic considerations? Can we use an existing building? What would it cost to modernize? Should we explore financial aid from a development group? What kind of assistance is available? What is the availability of industrial buildings in various parts of the country? What are the going prices? . . .

Ouch! It doesn't take long to discover that selection of an industrial building is a complex question. Further, it is a decision of sufficient importance to address itself to top management. Thus, a rundown on some of the more common practices around the nation today may be of background interest to ID readers who are faced with this responsibility in 1959.

Trends in Building Design

Perhaps the most important trend in industrial buildings today is the emphasis on aesthetic factors. The popular new concept of "corporate citizenship" is strongly evidenced in the desire to erect new factories that are pleasing to the eye. Top management wants an industrial area to have the air of the college campus, and the factory building must appeal to workers and housewives alike.

Striking architectural treatment, liberal use of color, and investment in comfort and convenience are all part of the design of new units. And these complex new facilities are being produced as complete "packages" for the firm which wishes to avoid the responsibilities for design, construction, and related responsibilities.

With the exception, of course, of special process plants, today's typical new plant is of single-story design, on a generous land site. Landscaping is a "must".

Interiors are designed to facilitate to the utmost every manufacturing, assembly or warehousing operation and movement. Lighting is scientifically designed to give the greatest illumination while being easy on the eyes of workers. The plants also are arranged for easy movement of personnel, and special comforts and conveniences are available for workers. Air conditioning is essential in warm climates.

For example, it has been found that a careful use of color can make three definite contributions to worker comfort and efficiency:

1. Reflective colors make factories lighter and more cheerful working places.

2. Contrasting colors demark the work against work surfaces, point out the danger areas, identify fire electrical equipment location. In addition, steam, power, water and process chemical lines can be color coded for quick identification.

3. Color reduces housekeeping problems not only because painted surfaces are easily cleaned but also because of worker response in the form of desire to keep things clean.

Actually, the industrial building of today is itself a machine of production, not just a shelter for an operation. It is located, shaped, heated, ventilated, lighted, covered, and painted with one purpose in mind — to facilitate the manufacture of a product in the most efficient way possible. In fact, today's factory building may be thought of as the most potent cost-cutting tool at your command.

The entire concept of the industrial building has changed, according to Charles T. Blair, Vice President of Wilsey and Ham, engineers, of San Mateo, California. "Vanished, almost overnight, is the historical concept that an industrial plant's only function is to provide protection from the elements and security for machinery and assets housed within" he asserts.

Blair, whose firm has handled the design of a number of striking industrial buildings in the Bay Area, says "the trend in recent years in architecture has been to minimize the nonfunctional portions of the building—if not eliminate them altogether—and to capitalize on the esthetic features of the purely functional elements of the basic structure itself—steel frames, concrete arches, lamenated wood beams are exploited in many of the building designs illustrated here.

"It has been proven—and is finally being accepted—that there is aesthetic value in the pure symmetry and strength apparent in these basic construction materials in their natural state.

"One method of construction which has been highly developed and is used very widely in the West is that of precast, reinforced concrete erected by tilt-up methods. While this method of construction is not peculiar to the West alone, it has received greatest acceptance and, consequently, much wider use in this area. In fact, because of its wide use it is probably one of the most economic methods of construction pres-

ently being used for single story, reinforced concrete construction.

"Another construction technique which is more recent in development, but still makes use of the basic pre-cast concept, is lift-slab erection wherein the floor and ceiling slabs for multi-story buildings are cast on a single casting bed at ground level and are raised by means of hydraulic jacks on the permanent columns. This method has been successfully used up to 12 stories.

"New design concepts have made a third type of construction available to industry, and this is through the use of thin shell and geodesic concepts. The most well known examples of this concept in industrial design are the thin shell aluminum domes which Kaiser industry has constructed in several locations in the United States. The high cost of materials used in this structure is more than offset by the minimum amount of time and labor necessary to erect the dome. Industrial use of these domes is somewhat limited at the present time, however, much wider application of this technique can be expected in the future when industry has had time to adapt itself to this method of construction.

"Industrial buildings of today put much greater emphasis on their exterior appearance and consequently maintenance is a big factor in all of these structures. Concrete has gained wide acceptance because of the minimum amount of maintenance required on this type of structure, and because it lends itself to a wide variation of finishes and textures."

Prefab, standard buildings

The trend toward aesthetic considerations extends from the big custom-built multi-million dollar plants down to the standard general-purpose plant and the prefabricated structure. Buildings of all sizes in every price range can be made attractive.

It is clearly evident that there is no excuse today for any firm, regardless of size, to commit an architectural atrocity in its neighborhood!

Prefabs are getting a big play because they can be erected quickly at reasonable cost. Leading manufacturers report steadily-widening markets for standard buildings which can be adapted to varied uses.

Atlantic Steel Company, of Atlanta, produces buildings under the name Dixisteel varying from the smallest to large, clear-span multiple units cover-

ing any area desired. The steel structures come in eight standard widths. Lengths can be any multiple of standard 20-foot units, and there are four standard sidewall heights. Multiple units of virtually any width, height and length can be assembled from Dixisteel building components.

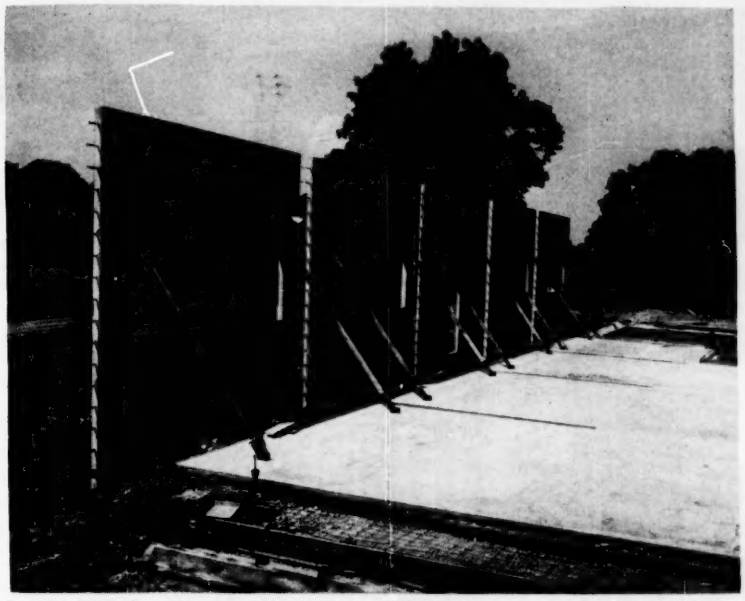
Another producer of pre-engineered metal buildings is Butler Manufacturing Company of Kansas City, Missouri. The company makes precision, mass-manufactured components which it claims come in the world's largest range of sizes, and you literally can order your basic factory, in almost any size, right from stock.

Behlen Manufacturing Company of Columbus, Nebraska, produces industrial buildings, of frameless construction, from a basic metal panel. These frameless buildings combine the functional character of channel-ridged, heavy gauge metal with an exclusive self-framing design. Because of the flexibility of the panel construction the buildings can not only be of virtually any size desired but any shape. They can be erected in a matter of days, using semi-skilled workers.

A West Coast fabricator of metal buildings is the Dudley Steel Corporation of South Gate, California. According to the producer these buildings, made from tapered frames that are designed for any multiples of 20 feet, a Dudley structure containing 80,000 square feet can be erected on the site in from 25 to 30 days.

An unusual prefabricated industrial building is made by Wonder Building Corporation of America, Chicago. The structures consist of specially curved panels of corrugated, galvanized steel, pre-punched to accept a uniform size nut and bolt fastener. The panels fit together to form self-supporting arches attached at the bottom to a concrete foundation slab. Recently an entire steel building shell made by Wonder Building, 500 feet long and 48 feet wide, was erected by unskilled labor in 17 working days. This particular structure houses the plant of Baldwin Homes, Inc., Pittsburgh pre-fab home builder.

Stran-Steel Corporation, a division of National Steel Corporation, is the producer of prefabs which need no interior supports, being built around an exclusive rigid frame construction. In addition to these package structures being available in any size you need and any design you specify, Stran-Steel also offers a choice of six colors. The color is a baked-on vinyl aluminum coating which will not fade, blister, rust or corrode.



Concrete "tilt-up" construction is becoming increasingly popular for many types of industrial structures. Shown here is such a project being erected in the Central Hudson area.

Prefabricated metal plant buildings can be made very attractive as well as functional. This one was assembled by Butler Steel Products at Wanatah, Indiana, for the Foil Kraft Division of Kaiser Aluminum.

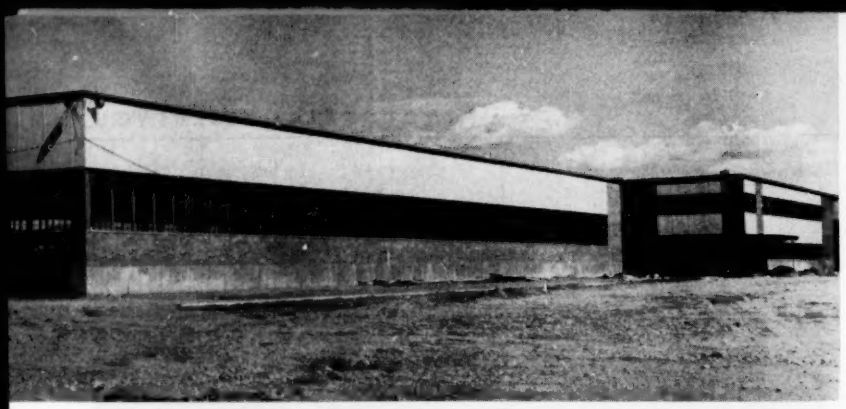
Luria Engineering Company, New York, is another big producer of a complete line of structures which offer the advantages of standard components and construction, plus unlimited freedom of custom-design and architectural treatment. The company offers a wide range of standard sizes and types that can be combined in any desired arrangement, and many sizes of completely fabricated buildings can be shipped immediately from stock.

Pole-type buildings

One of the most inexpensive types of structures which can be erected quickly and easily are those built with pressure treated wood poles as the principal framing members. Such buildings have been erected at a cost of $1.50 to $2 a square foot.

An example of such a structure, erected at a cost of $2 a square foot—including fill, paving, lighting and sprinkler—is the cannery warehouse of United States Products Corporation at Santa Clara, California. Built by Pole Frame Construction Company of San Jose, the building has 1.5 million cubic feet of storage space, room for 1.2 million cases or boxes.

Another pole-type building, a warehouse for cotton linters erected by Southern Chemical Cotton Company at



Waiting for an occupant and the finishing touches of landscaping, the building shown here was a speculative venture constructed in Burlington, Vermont, by Greater Burlington Industrial Corporation. It later was occupied by International Business Machines Corporation.

This multi-storied factory building at Sanford, Maine, is typical of the many older industrial structures which for various reasons have become vacant and are available for lease or sale, often at very attractive prices.

Chattanooga, cost only $1.05 a square foot of enclosed space.

Information on these structures can be obtained from the American Wood Preservers Institute, 111 West Washington Street, Chicago 2. The institute has published an engineering manual entitled "How to Design Pole-Type Buildings."

Inflatable Structures

The development of synthetic-fiber fabrics which are extremely tough, almost impossible to rip, resistant to puncturing, flame, weathering, oil and most acids, has enabled several manufacturers to produce useful "buildings" which are supported by low air pressure.

A manufacturer of such structures is Eastern Marine Products Company of New Rochelle, New York. This firm's "Airhouse" is available in almost any size desired up to 90 by 200 feet. An "Airhouse" that weighs only 400 pounds can be erected and inflated in one hour and will provide 42,000 cubic feet of storage space. These structures are made of a vinyl-coated nylon fabric produced by United States Rubber Company.

While such buildings generally are used for storage, the G. T. Schjeldahl Company of Northfield, Minnesota, has one that houses production facilities. The company produces stratospheric balloons, plastic bag-making machinery and air supported buildings, and in this case it made its own factory building from its own product.

The air-supported building is fabricated from a polyester plastic made by Minnesota Mining and Manufacturing Company. It is 340 feet long and 30 feet wide. The 30 employees who work on the assembly lines leave and enter by air lock doors.

Plant Financing

No matter what type structure you need, one of your first decisions must deal with the mode of paying for it. This in itself is an extremely complex question. (For an outstanding analysis, consult the report by First Boston Corporation's Andrew N. Overby, which appeared in the March, 1958, issue of ID.)

Although in the past ownership rather than the rental of both business plant and equipment has been by far the most common arrangement, the recent trend has been toward an increase in the number of companies which find it more suitable to rent.

Factors which have influenced this trend include such things as the corporate tax rate, inadequacies of allowable depreciation in relation to constantly increasing equipment costs, the rapidity with which technical advances create obsolescence, along with the ever-present need to at least conserve and frequently to increase working capital to finance a growing volume of business.

Under present corporate tax laws most companies pay only about half of anything (such as the rental of plant and equipment) which can be legitimately charged entirely to business expense.

At the same time, of course, interest on mortgages on owned property, as well as taxes, maintenance, repairs (but not capital improvements), insurance and depreciation thereon can be deducted as business expense. But, it is often the case that the total of such costs does not equal a fair rent for the same property. To the extent this is true in a particular case, it is clearly better to rent than to own.

Further, the purchase of new or replacement plant and/or equipment often places a great strain on the working capital of a company, even though some share of the total cost is handled on an installment basis or by a mortgage. Frequently, a company which buys plant and equipment must raise additional capital through the issuance of bonds, notes or some form of equity financing. This often presents a real problem to a comparatively small or not too well-established company. In such a case the rental method is easier.

Another arrangement which is the much-publicized lease-back plan. In this case the company sells the plant and/or equipment it already owns to an insurance company or some other organization and then rents it back on a long-term lease basis. In this way the seller is able to convert into cash what had previously been tied up in ownership of the facilities and can charge the rent as an expense of the business.

In approaching a study of leasing or lease back advantages insofar as your particular operation is concerned, these questions should be considered:

How can your business best employ its working capital? Are sales oppor-

tunities in the market you serve such that additional production facilities are needed? Could you well use the other fellow's money for your fixed asset facilities, thereby releasing your own capital to be used in buying materials and for the financing of receivables?

Further, what is the situation with your competition? Do they appear to have gained an advantage in price structure, and would a new plant and facilities put you in a better competitive position?

Actually, for any industry to continue existence it must continue to grow, and growth in turn means spending more money for expanded facilities. Therefore all industrialists at one time or another must face the problem of additional financing. At such time you will want to examine every possible means you can find to improve distribution of your product or the modernization of your plant. It may be that a leasing arrangement will be the answer.

A new study on "Sale-Leasebacks and Leasing in Real Estate and Equipment Transactions," published by McGraw-Hill, observes that there is an important principle which applies to decisions involving the acquisition of fixed assets. "This is the plain fact that productive assets produce profits because they are *used*, not because they are *owned*."

Following a detailed discussion of the various aspects of leasing and lease backs, the book comments: "Leasing has great promise as a financing and marketing device. Also, when used properly, real estate and equipment lease backs and the leasing of new equipment can stimulate the development of our economy."

In discussing how to reach a decision on which financing plan, including leasing, would be the best, the book notes that relatively simple calculation will show which proposal is the least expensive and by how much. Then the manager can contrast that known cost with the costs of other alternative plans which contain practical advantages not reducible to dollars.

"It is quite possible," the comment continued, "that you may find a particular leasing plan will be the practical choice as well as the economic choice. . . . In the last analysis, no engineering calculation can displace managerial judgment in evaluating alternative proposals."

Before you make your building decision, it will certainly be in your interest to explore the assistance that is offered by various types of development organizations. (Refer to the October, 1958 Site Selection Handbook Edition of ID, which listed and indexed more than 8,000 local, state, and regional organizations.)

There are literally hundreds of groups which will be delighted to build your plant for you and help you with the financing. Many will arrange 100 percent financing, using local or state funds to cover the second and third mortgages.

A number of communities are so eager to attract your new operation that they have already put up "speculative" buildings. These are modern one-story, general-purpose buildings erected for sale or lease to a suitable tenant. The buildings are ready for occupancy today. As soon as a firm is found for the building now vacant, another new unit will be started. A few development groups are so successful with this technique that they have several speculative structures underway at all times.

Speculative Buildings

An example of a successful speculative building enterprise, which may be considered as typical of communities in many parts of the nation, is one in Burlington, Vermont.

In 1955 the Greater Burlington Industrial Corporation formed a new corporation known as Cynosure, Inc., to handle the details of building speculative or other buildings and to take care of all the details of rental, lease-back or sales of these properties.

The financing for the first speculative structure was done through the sale of interest bearing debenture bonds subscribed to by local residents. The issue totaled $209,750.

On October 15, 1955, ground was broken for a speculative building to contain 39,200 square feet of space and to cost $231,702. A year later the structure was completed, and the following January International Business Machines Corporation announced it had taken an option on the building and its 200-acre site. IBM bought the building in June, 1958, and it subsequently was expanded for them by Cynosure to an area of 72,000 square feet.

Currently Cynosure and the industrial corporation are constructing another building on speculation. It will be located in the Burlington Industrial Park, will have 24,000 square feet of space, and will be available this Summer.

Of three speculative buildings completed early this year in Maine, only one was without a tenant in mid-January.

The Lewiston Development Corporation put up a 44,000-square-foot building in the Lewiston Industrial Park at a cost of $270,000. It was refinanced through the Maine Industrial Building Authority, a state agency. This structure was taken over by Paragon Glass Works, Inc.

Another speculative venture, financed through MIBA, is a building with 6,500 square feet now occupied by the Maine Metal Finishing Company, Inc., in South Gorham. The building was constructed by the Gorham Development Corporation.

Private developers in Maine also have been successful in recent leasings of speculative factory structures.

In Rhode Island, according to the Rhode Island Development Council, three speculative buildings were constructed during 1958. These include one with 40,500 square feet of space in Woonsocket Industrial Park, 12,000 square feet in Warwick Industrial Park, and 10,000 square feet in Pawtucket.

The State of Vermont Development Commission also reports that there has been increasing speculative building activity in that state. Bennington has a campaign to raise $140,000 through the sale of additional shares in the Bennington County Industrial Corporation, which will be used to erect speculative structures in their newly-created industrial park.

Other new speculative buildings in Vermont include one with 20,000 square feet of space in the Greater Burlington Industrial Corporation park, and one at Rutland, in the New Industries, Inc., Industrial Park, which will have between 30,000 and 40,000 square feet of space.

On the West Coast, Grand Central Industrial Center at Glendale, California, began construction on three speculative buildings in October, 1958, and completed them before the end of the year. The investment for land and building on each of these was approximately $125,000.

Another outstanding example aid to industry through providing manufacturing space ready-made has been the case of Scranton, Pennsylvania. In that city since 1945 there have been constructed 23 community-financed factory buildings, most of which were disposed of before they were completed. These structures represented a total investment of $17,875,000 and provided em-

ALL AMERICA IS GROWING--BUT THE FAST-GROWING

JUST SIT THERE, MAN!

THERE'S NO FREE RIDE on the high costs, low productivity, merry-go-round. You end up with less profits every time. That's why so many manufacturers, no longer content just to sit there and take it, are "getting off" *right now* and coming South to take advantage of a double opportunity to grow and prosper.

They know that an up-to-date, streamlined plant can turn out goods at a lower manufacturing cost per unit, no matter where it is located. And when it is situated in the modern South, many additional benefits are automatically acquired.

Most important of all to many manufacturers is the plentiful supply of good workers here—men and women brought up on good work habits. Here, too, are a wealth of natural resources economically close by . . . ample electric power . . . efficient transportation . . . young, fast-growing markets for goods of all kinds.

It all adds up to more efficient, lower cost production on which to build steady, profitable sales. See for yourself . . . "*Look Ahead—Look South!*"

Harry A. DeButts
President

SOUTHERN RAILWAY SYSTEM
WASHINGTON, D. C.

THE SOUTHERN SERVES THE SOUTH

MOVE now to a modern plant in the modern South...top combination for the increased production efficiency that you are looking for right now!

YOUNGSTER OF THE "FAMILY" IS THE MODERN SOUTH!

ployment for 14,450 persons.

Comments William R. Davlin, Pennsylvania's Secretary of Commerce: "The existence of modern industrial buildings is an important, and often deciding, factor in plant location."

(Typical costs per square foot for various types of industrial buildings were given in the June, 1958, issue of ID.)

Useful Old Buildings

Still another possibility open to the space-seeking industrialist is the utilization of existing structures which, for various reasons, are no longer being used for their original purpose and are now empty.

Virtually all these buildings can be rented or purchased at a cost considerably less than the investment required for a new structure. Primary questions to be answered in this connection are, of course: Is the building at all suitable? Can it be made suitable by remodeling and, if so, would the cost of remodeling be justified, etc.

Actually, millions of square feet of industrial space is available in various parts of the nation, particularly in the already highly industrialized areas of the North and East.

Maine, for example, has approximately three million square feet of industrial building space available in various communities. The high average cost for such older buildings is $1.50 a square foot in Maine, while plenty of space is available at prices down to a low average of 50 cents.

Vermont has an estimated 1.5 million of old building space available. The average is 75 cents a square foot, varying from a high of $2 to a low of 50 cents.

New Hampshire has approximately 2,280,608 square feet in old buildings available. In that state, the New Hampshire State Planning & Development Commission reports, multi-stories mill-type space varies from 25 cents a square foot, heated, to 50 cents a square foot, heated, in rent cost. In the same state, new construction would run, unheated, 70 cents a square foot on a commitment of 15 years' lease.

Despite being the smallest state in the Union, Rhode Island has an estimated 4.3 million square feet of industrial space available. The average rental price there runs from 25 cents to 55 cents a square foot, while the average sale price is $1 a square foot.

The Massachusetts Department of Commerce notes that "several million square feet" of vacant building space exists there, half of it being in former textile plants. Outside the Boston area prices for lease run from 20 to 60 cents a square foot, and the for-sale price ranges from 25 cents to $1 a square foot. Within Greater Boston prices for lease are from 40 cents to $1.25, and for sale from 80 cents to $2.

Surprisingly, there is an abundance of space available in the heart of the nation's major cities. This loft space is often priced at very reasonable rates.

A recent CED report showed that loft rents for manufacturing space averaged (in 1956) about 98 cents per square foot per year on Manhattan. Rates ranged from 67 cents in Brooklyn to 97 in Queens. Some space was available at as low as 25 cents and the rates ran as high as $1.50 on other properties.

Commenting on the survey, the CED study said "the central cities suffer from no marked disadvantage in the provision either of rental space for manufacturing in existing structures, or of office space."

Generally speaking, the older buildings are similar in their structural characteristics, fitting the pattern that factory construction followed before the turn of the century.

Older structures are multi-storied with large banks of windows on all open sides and frequently with supporting posts that could interfere with certain types of production. Also, the large windows create problems in heating and air conditioning.

It is up to the space seeker, therefore, once he has found a building in a suitable location, to make a careful study to evaluate the adaptability and economic feasibility of utilizing such a structure.

The procedure for such a study has been outlined by Joseph A. Rosenthal, P.E., president of Engineers, Inc., of Newark:

1. Prepare process flow charts and process flow diagrams of present manufacturing processes and outline costs of manufacturing in detail and material handling.

2. Thoroughly analyze these flow charts to determine new charts and the best area layouts for the most efficient operation in the old building.

3. Develop the new ideas with two and/or three dimensional layouts and enlist enthusiasm of your organization to assist in cultivating ideas and determining the advantages.

4. Determine from the layouts accurate costs for building renovation, equipment and rearranging.

5. Determine the manufacturing cost reductions and savings accurately so that top management can determine the definite expenditures and the definite savings to operate in the old building.

6. Compare the cost of the improved operation in the old building to the predetermined cost of a new building, the moving operations and the training of personnel.

7. Of prime importance, too, is the possibility of financing the moving into the new building.

Vacant building inventory . .

What is the chance of finding an existing building to fit your needs? Unfortunately, few surveys have been made over a wide area to answer this question.

Many local chambers of commerce and development units maintain files on buildings vacant in their local service area. And several of the state development agencies publish periodical reports listing vacant structures.

To provide some indication of the national picture, ID recently mailed questionnaires to some 8,000 development units and real estate firms throughout the country. This survey obviously does not indicate precisely what space is available NOW because the picture changes daily. But the study does afford a good sample of available buildings at a given time and should be helpful in suggesting the general supply-and-demand situation.

Following are listings for buildings reported to be available during the winter of 1958-59:

(The coding system on the listings uses these symbols: A, all utilities; A-1, natural gas; A-2, electricity; A-3, power plant; A-4, water; A-5, septic tanks; B, rail siding; C, office; D, warehouse; E, truck door—loading; F, sewers; G, sprinkler system; H, unrestricted; I, municipal police and fire protection; J, paved parking areas; K, power plant; L, overhead cranes; M, fixtures—including lighting, conveyors, etc.; N, air conditioning; O, conveyor system; P, fencing; Q, proximity to main highway; R, heat; S, paved streets; and T, water supply.

In the case where a box number is used with no address, inquiries should be addressed to Conway Publications, Inc., North Atlanta 19, Georgia.)

Alabama

ANNISTON
120,795 sq. ft., 1 story, brick. A, B, C, D, E, F, G, M, P R, T. F. G. Binswanger, 1420 Walnut St., Philadelphia, Pa.

INDUSTRIAL BUILDINGS

ANNISTON
121,000 sq. ft., 94,500 on 1 floor, 26,500 in 3-story warehouse, textile type building, 3 acres. A, B, P. Anniston Chamber of Commerce.

ANNISTON
180,000 sq. ft., 1-story, steel & iron, 12 acres, A, B, P. Anniston Chamber of Commerce.

ANNISTON
40,000 sq. ft. one-story brick building for sale or lease. On 5-acre site, all utilities. Excellent condition. Contact Len Gilbert, Chamber of Commerce, Anniston, Ala.

ANNISTON
60,000 sq. ft. one-story brick building for sale or lease. On 4-acre site, all utilities, rail siding, 20' to 30' ceiling. Contact Len Gilbert, Chamber of Commerce, Anniston, Ala.

FLORENCE
119,190 sq. ft., 1 & 3-story wood, brick & concrete. A, B, C, E, F, G, R, T. F. G. Binswanger, 1420 Walnut St., Philadelphia, Pa.

GADSDEN
155,000 sq. ft., 1-story brick, steel & concrete. A, B, E, F, G, M, P, Q, R, T. F. G. Binswanger, 1420 Walnut St., Philadelphia, Pa.

GADSDEN
155,000 sq. ft., 104,600 sq. ft. ground floor, 50,400 sq. ft., second floor, 8 acres. A, B, G, M, P, Q. Two freight elevators. Frank G. Binswanger, Southern Division, 1420 Walnut Street, Philadelphia 2, Pa.

TALLADEGA
104,000 sq. ft., 12-acre lot, two buildings with fire wall. E, G, I, R. Chamber of Commerce, P. O. Box 53, Talladega, Ala.

Arkansas

MARION
One story steel and concrete block plant. 5,100 sq. ft.—3 years old—bus bar wiring—concrete floor—air conditioned offices—loan insurance—leading facilities—parking—good labor market—excellent shipping—siding available. ARTHUR M. FRIEDMAN, 1250-52 NORTH DAMEN AVE., CHICAGO 22, ILL., PHONE: BRUNSWICK 8-5330.

California

BAKERSFIELD
141,000 sq. ft., concrete construction on 9 acres. Canteen, B, J, N, P, R. Used for aircraft assembly. Fred Jacobson, Ind. Dir., 2014 L. St., Bakersfield, Calif.

FRESNO
150,000 sq. ft., 3-story concrete building, used for dried fruit packing and warehousing. R. L. S. Weber, Fresno County, and City Chamber of Commerce, P. O. Box 1469, Fresno, Calif.

LOS ANGELES
126,000 sq. ft., 1-story, concrete. B, CN, G. Box No. A-59.

LOS ANGELES
210,000 sq. ft., 1-story concrete, 5 acres. B, G. S. Niles Gates, Gateway Company, 210 West 7th St., Los Angeles 14, Calif.

LOS ANGELES
165,000 sq. ft. Factory and warehouse type building. G, J. Dept. of Water and Power, Box 3660, Terminal Annex, Los Angeles 54, Calif.

RICHMOND
145,600 sq. ft., 4 stories, general warehouse. B, G. Two freight elevators. Industrial Development Coordinator, City Hall, Richmond, Calif.

RICHMOND
186,000 sq. ft., steel frame plate shop, B, L. Industrial Development Coordinator, City Hall, Richmond, Calif.

VACAVILLE
New 16,000 sq. ft. concrete warehouse—FOR SALE OR LEASE. On Main Sp Line in Dixon, Calif. near Sacramento. Harry M. Talbot, Jr., Broker, Vacaville, Calif.

VERNON (Los Angeles, Calif.)
130,000 sq. ft., concrete, 1-story. A, B, C, D, G, J, N. The Austin Securities Co., Los Angeles, Calif.

Colorado

FOWLER
100,000 sq. ft., 3-story brick. Used for mercantile bldg. Fowler Chamber of Commerce, Fowler, Colo.

INDUSTRIAL BUILDINGS

Connecticut

BRIDGEPORT
106,917 sq. ft., brick multi-story, elevators. A, B, G, R. Industrial Development Department, New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

BRIDGEPORT
320,000 sq. ft., 4-story, mill type. A, B, E. Lee Greenberg, 165 Lafayette Ave., Passaic, N. J.

BRISTOL
143,241 sq. ft., concrete and brick, 1 to 5 story, 13 acres. A, B, R. Elevators. Industrial Development Department, New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

GRISWOLD
132,025 sq. ft., brick, wood, stone, 1 to 3-story, A-2, G, R, elevators. Industrial Development Department, New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

JEWETT CITY
500,000 sq. ft., several connecting units, 1 to 5-story, brick and steel. Six elevators. A-2, A-4, B, E, G, R, Q. George Mack, 1740 Broadway, New York, N. Y.

JEWETT CITY
454,736 sq. ft. brick, steel and wood, multi-story. A, B, R, G. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

HARTFORD
353,764 sq. ft., brick, multi-story, A, B, R, G. Elevators. Industrial Development Department, New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

HARTFORD
371,516 sq. ft. brick, multi-story, A, B, G, R. Elevators. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

MANCHESTER
243,750 sq. ft., 2 and 3-story brick, used for textile manufacture. A, B. Executive Director, Manchester Development Commission, 41 Center St., Manchester, Conn.

MANCHESTER
207,764 sq. ft., 3 and 4-story brick. Four elevators. A, E, F, G, R. Andrew W. Torrance, 31 Cooper Hill St., Manchester, Conn.

MERIDEN
107,020 sq. ft., brick and timber, 4-story and basement. A, G, R. Elevators. Three acres land. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

MERIDEN
166,000 sq. ft., brick, 4 and 5-story, elevators. A, B, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

NEW BRITAIN
100,000 sq. ft., 6-story, reinforced concrete. A, B, E, G. Two elevators. Myron Brinbaum, 381 Main St., New Britain, Conn.

NEW BRITAIN
100,000 sq. ft. concrete and steel, 6-story and basement. Elevator. A, B, G, R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

NEW BRITAIN
150,000 sq. ft., brick, 3-story, elevator. A, B, G, P, R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

NEW HAVEN
108,900 sq. ft., brick, 1 to 5-story, elevator. R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

NORTH GROSVENORDALE
184,708 Sq. ft., brick, 5-story, elevator. A-2, G, R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

NORWICH
600,000 sq. ft., brick, 1 to 3-story, A, B, G, R, Elevators. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

NORWICH
145,500 sq. ft., 1 to 5-story, A-2, A-4, E, Q. Thomas Ahern, Norwich, Conn.

OAKVILLE
201,000 sq. ft., reinforced concrete, 1 to 4-story, A, G, L, elevators. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

PAWCATUCK
108,617 sq. ft., 4-story brick, with elevator. A, B, E, G, J, Q. Jack Feinerman, 6 Pawcatuck Ave., Westerly, R. I.

PLAINFIELD
141,200 sq. ft., brick, 2-story, A, G, R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

SOUTHINGTON
118,000 sq. ft., brick, 1 to 5-story, A, G, R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

SO. NORWALK
215,000 sq. ft., brick, steel, concrete, multi-story. A, G, elevator. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

THOMPSONVILLE
658,845 sq. ft., brick and timber, 1 to 4-story, A, B, G, R, elevator, 24 acres of land. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

WAUREGAN
340,000 sq. ft., stone-brick, multi-story. G, M, R. New York, New Haven & Hartford Railroad Co., South Station, Boston, Mass.

Georgia

AMERICUS
100,000 sq. ft., 1-floor, concrete block with concrete floor. A, B. Ind. Dev. Div., Ga. Power Co., Box 1719, Atlanta, Ga.

CEDARTOWN
146,000 sq. ft., 1-floor brick. Used for textile operation. A, B, D. Ga. Power Co., Box 1719, Atlanta, Ga. Ind. Dev. Div.

VIDALIA
100,800 sq. ft., 1-floor, concrete block with concrete floor. A, D. Ind. Dev. Div., Ga. Power Co., Box 1719, Atlanta, Ga.

Illinois

BELLEVILLE
140,000 sq. ft., 60,000 sq. ft., 1-story, 80,000 sq. ft., 2-story & basement, B, Carson Realty, St. Louis 1, Mo.

BLOOMINGTON
112,500 sq. ft., 11-acre site, cafeteria, A, B, CN, E, G, Q. Arthur Robloff & Co., 100 West Monroe St., Chicago 3, Ill.

CHICAGO
250,000 sq. ft., concrete, 45,000 sq. ft. per floor, G. J. J. Harrington, 22 W. Monroe St., Chicago 3, Ill.

CHICAGO HEIGHTS
330,000 sq. ft., 36 acres land. Steel-mill type, fireproof, concrete roof, 1-story, B, L. Committee for Chicago Heights, 1632 Chicago Road, Chicago Heights, Ill.

DECATUR
280,000 sq. ft., 1-story, modern. Used for metal fabricating and electronic assembly. B, J. J. Harrington & Co., 22 West Monroe St., Chicago 3, Ill.

FREEPORT
240,000 sq. ft., brick and steel, 1-story. B, E. J. J. Harrington & Co., 22 W. Monroe St., Chicago 3, Ill.

GRANITE CITY
300,000 sq. ft., multi-story, 120,000 sq. ft., 1st floor, cafeteria. B, C, E, G. Morriss Realty Co., 1907 Edison Ave., Granite City, Ill.

MADISON
350,000 sq. ft., 30-acre, former railroad freight car plant, B, L. Martin and Associates, 220 North 4th St., St. Louis, Mo.

PEORIA
308,000 sq. ft., 1-story. Used for manufacture of washing machines. Excellent shipping facilities, rail or truck. J. H. Bontjes Realty Co., 101 S.W. Adams St., Peoria 2, Ill. Telephone 3-9111, or J. J. Harrington & Co., 22 W. Monroe St., Chicago 3, Ill. Telephone Financial 6-1322.

STEGER
160,000 sq. ft., 4 acres land, 1 to 4-story, brick, G. Committee for Chicago Heights, 1632 Chicago Road, Chicago Heights, Ill.

WEST CHICAGO
135,000 sq. ft., 18.6 acres, office, laboratory & cafeteria. B, G, J, K. Arthur Rubloff & Co., 100 West Monroe St., Chicago, Ill.

Indiana

BEDFORD
170,000 sq. ft., concrete block, brick face, 1-story, 70 acres. B, CN, E, G, L. J. J. Harrington & Co., 22 West Monroe St., Chicago 3, Ill.

BEDFORD
170,000 sq. ft., 1-story brick, steel & concrete. A, A-1, B, C, E, F, G, J, L, M, N, P, R, T. F. G. Binswanger, 1420 Walnut

St., Philadelphia, Pa.

ELWOOD
250,000 sq. ft., 85,000 sq. ft., ground floor. A. B. E. G. Cragin, Lang, Free & Co., National City E. 6th Bldg., Cleveland 14, Ohio.

EVANSVILLE
220,000 sq. ft., 1-story, concrete, brick & steel. A, B, C, E, F, T, K, M, N, P, R, S, T. F. G. Binswanger, 1420 Walnut St., Philadelphia, Pa.

EVANSVILLE
407,000 sq. ft., 150,000 ground floor, 6.47 acres. Used for manufacture of refrigerators. B. J. J. Harrington & Co., 22 West Monroe St., Chicago 3, Ill.

HAMMOND
100,000 sq. ft., 1-story brick, 12 acres. Useful for heavy manufacturing or storage. B. Richard E. Weiss, 5947 Hohman Ave., Hammond, Ind.

KOKOMO
244,000 sq. ft., brick-concrete block 8 acres, 210,000 sq. ft. ground floor. A,B,E,G. Cragin, Lang, Free & Co., National City E. 6th Bldg., Cleveland 14, Ohio.

MICHIGAN CITY
165,000 sq. ft. 1 story, brick steel. B,G,L. J. J. Harrington & Co., 22 West Monroe Street, Chicago 3, Illinois.

SOUTH BEND
251,700 sq. ft., 4 story, elevators. Reinforced concrete and brick. B, G. Lawrence Schilling, 2115 West Western Avenue, South Bend, Indiana.

SOUTH BEND
437,553 sq. ft. 1 story, brick, steel frame. 41 acres. B, L. Albert Davidson, Monger Building, Elkhart, Indiana.

SOUTH BEND
166,575 sq. ft. 3 story, mill type. B,G. Mr. Lawrence Serkes, Leer Realty Corp., Odd Fellows Building, South Bend, Indiana.

Iowa

SHENANDOAH
20,000 sq. ft., 1-story masonry. Served by C. B. & Q. RR. Lease or lease-purchase. Contact J. M. Ward, Mgr., Chamber of Commerce, Shenandoah, Iowa.

Kentucky

DAYTON
133,000 sq. ft., 3 story, brick. Used for light industry. Louis Homan, 519 Livingston, Cincinnati, Ohio.

Louisiana

NEW ORLEANS
500,000 sq. ft. 1 to 4 story brick, 6½ acres. A,B,F. Curt Siegelin, Executive Director, La. Dept. of Commerce & Industry, Capitol Annex Building, Baton Rouge, La.

Maine

BIDDLEFORD
412,000 sq. ft. 4 story, brick, timber and reinforced concrete. Textile machinery plant. Meredith and Grew, Boston, Massachusetts.

BIDDLEFORD
105,000 sq. ft. 1 story, brick, granite, timber. Foundry. Meredith and Grew, Boston, Massachusetts.

BRUNSWICK
125,000 sq. ft. 2 story, brick and timber. Former textile mill. Bernard J. Lewis, Brunswick, Maine.

DOVER-FOXCROFT
104,000 sq. ft., 4 story, reinforced concrete and timber. Former textile mill. Arnold T. Gellerson, Dover-Foxcroft, Maine.

LIMERICK
138,617 sq. ft., 4 story. Former rectifier plant. Sidney Grossman, Quincy, Mass.

SACO
125,000 sq. ft. 4 story, brick and timber. Former textile machinery building. Meredith and Grew, Boston, Massachusetts.

SANFORD
289,812 sq. ft., 5 story, reinforced concrete. Former textile plant. William St. Onge, Chamber of Commerce, Sanford, Maine.

SOUTH PORTLAND
102,000 sq. ft., 1 story, steel frame aluminum siding. 3 story supply and office space. George Lord, manager. Portland Public Development Commission, Portland, Maine.

WESTBROOK
200,000 sq. ft., 5-story brick, elevators. A. G. R. Area Dev. Council, Portland, Maine.

WILTON
200,000 sq. ft. 2-3 story. Former textile mill. Department of Economic Development, Augusta, Maine.

Maryland

BALTIMORE
135,000 sq. ft. Brick bldg. on 5½ acres. A. G. Parker W. Frames & Co., Agent, Lord Baltimore Hotel, Baltimore 3, Md.

BALTIMORE
135,000 sq. ft., brick, 5½ acres. G, P, R. 2 elevators. Maryland State Planning Commission, Baltimore, Maryland.

BALTIMORE
132,000 sq. ft. 6 story, brick. E. Elevators. Former department story and Warehouse. Maryland State Planning Commission, Baltimore, Maryland.

Massachusetts

BOSTON
181,903 sq. ft., brick, concrete, 7 story, elevator. B,C,R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

BOSTON
103,566 sq. ft., 5 story, brick, elevators. A,B,CN,G,R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

BOSTON-DEDHAM
182,000 sq. ft., brick, steel, 1 story. B, Q. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

FALL RIVER
374,500 sq. ft. brick, elevators. A, B, G, O. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

FALL RIVER
338,212 sq. ft. 1 to 3 story, brick, elevators. A,G,R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

FALL RIVER
210,000 sq. ft. multi-story, brick elevator. AG, R. Cafeteria and clinic. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

FALL RIVER
104,100 sq. ft., 4 interconnected bldgs. Granite construction. Wallace A. Walker, Exec. Dir., Fall River Industrial Comm., 142 2nd st., Fall River, Mass.

FALL RIVER
280,500 sq. ft. Additional 50,000 sq. ft. storage. 2,000,000 gal. daily water reservoir, B, P. Wallace A. Walker, Exec. Dir., Fall River Ind. Commission, 142 2nd. St., Fall River, Mass.

GRAFTON
150,000 sq. ft. brick, steel, 4 story, elevators. A,G,R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

HINGHAM
450,000 sq. ft., corrugated metal, 1 & 2 story, waterfront, A, G, L, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

HOLYOKE
103,500 sq. ft., brick, steel, 1 to 5 story, A, G, R. Elevators. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

HOUSATONIC
244,471 sq. ft., brick 3 story & basement. B, G, K, T. elevator. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

LOWELL
138,500 sq. ft., brick, steel, concrete, elevator. A, B, CR. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

LOWELL
120,000 sq. ft. freight elevators. A, B, W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Commission, 24 Merrimack St., Lowell, Mass.

LOWELL
107,300 sq. ft. in Garvey Bldg. A, B, F, G, R, T. W. J. Farrell, Exec. Dir. Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL
112,673 sq. ft., 6 floors, freight elevators. A, E, G, T. W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL
153,500 sq. ft., freight elevators. A, B, E. W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL
100,000 sq. ft., four floors. A, B, E, G, T. W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL,
105,000 sq. ft., 3 floors, brick, freight elevators. A, B, E, F, G, J, R. W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL,
1,458,448 sq. ft., brick textile processing mill bldgs., W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL,
173,600 sq. ft., 3 floors, brick & frame. A, T. W. J. Farrell, Exec. Dir., Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

LOWELL,
315,820 sq. ft., 3-floors, freight elevators. A, E. W. J. Farrell, Exec. Dir. Lowell Dev. & Ind. Comm., 24 Merrimack St., Lowell, Mass.

NEW BEDFORD,
150,000 sq. ft., 4 story, elevators, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

NEW BEDFORD,
165,000 sq. ft., brick, 1 to 4 story, New York, New Haven and Hartford Railroad, South Station, Boston, Mass.

NEW BEDFORD,
512 sq. ft., brick, 3 story, elevators. G, R. New York, New Haven, & Hartford Rail road, South Station, Boston, Mass.

NORTH ADAMS,
379,745 sq. ft., 9 bldgs., partly multi-story, brick construction. Used for cotton mfg. A, B, I, R, T. Northern Berkshire Dev. Corp., North Adams, Mass.

NORTH ADAMS,
317,407 sq. ft., 5 bldgs., mostly multi-story, brick construction. Used for cotton mfg. A, B, C, I, R, T. Northern Berkshire Dev. Corp., North Adams, Mass.

NORTH ADAMS,
157,743 sq. ft., 7 buildings, brick construction, used for cotton mfg. A, B, I, R, T. Northern Berkshire Dev. Corp., North Adams, Mass.

NO. EASTON,
125,000 sq. ft., glass & stone, 5 acres, B, A, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

PLYMOUTH,
200,000 sq. ft., brick, multi-story, elevators. A, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

TAUNTON,
150,000 sq. ft., brick, 3 story, A, B, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WESTFIELD
150,000 sq. ft., brick 1 story, 30 acres, A, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WORCESTER
104,200 sq. ft., brick 1 to 6 story. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WORCESTER,
217,680 sq. ft., brick, 1 story, elevators. A, G, L, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WORCESTER,
190,000 sq. ft., 8-story, concrete. Used for small electronics part mfg. & assembly. A, B. Philip M. Reidy, 2 Foster St., Worcester, Mass.

Michigan

ADRIAN,
118,000 sq. ft., brick, 3 story, 3½ acres, elevators. B, G, R. Michigan Economic Development Dept. 110 Stevens T. Mason Bldg., Lansing, Michigan.

CENTERLINE,
1,116,865 sq. ft., 1 story, 124 acres. B, CN, L. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Michigan.

CLINTON,
140,000 sq. ft., brick, 1 to 4 story. B, C, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg. Lansing, Michigan.

DETROIT,
2,000,000 sq. ft., reinforced concrete & steel, 1 to 7 story, elevators. B, E, L. Michigan Economic Development Dept. 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT,
654,795 sq. ft., steel & brick, 2 story, elevators. B, G, L. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT,
582,000 sq. ft., steel and brick, 1-2 story 24.6 acres. B, C, G. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg. Lansing, Mich.

DETROIT,
258,400 sq. ft., 2-4 story, brick & concrete, elevators. B, G, C, PS. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT,
195,000 sq. ft., 1 story, brick & steel, 13 acres. B, C, G. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT,
122,000 sq. ft., steel & concrete, 2 story, elevators. B, C, G, L. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT,
112,000 sq. ft., 1 story, metal bldg, 20 acres B, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich

DETROIT,
109,500 sq. ft., 1-2 story, 4½ acres. B, CN, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT,
108,530 sq. ft., 1-2 story brick & steel, 2 acres, elevator. B, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

DETROIT
100,000 sq. ft., 4-story, brick & concrete block. B, C, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

GRAND RAPIDS
206,000 sq. ft., 2-7 story, elevators. G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

GRAND RAPIDS
137,540 sq. ft., brick, elevators, 2.17 acres. B, E, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

GRAND RAPIDS
105,000 sq. ft., 6-story, elevators. B, C, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.
104,750 sq. ft., elevators. B, G. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

GRAND RAPIDS
100,960 sq. ft., 2-3 story, steel, concrete & brick. B, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

IRON MOUNTAIN
250,000 sq. ft., 1-story. B, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

JACKSON
200,000 sq. ft., 1-2 story, 5.86 acres. B, C, O. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

JACKSON
147,000 sq. ft., 2-story, elevators. B, C, E, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

JACKSON
174,000 sq. ft., 1-story, 50 acres. B, G, R, E. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

KALAMAZOO
190,000 sq. ft., 1-story, 11.6 acres. Used for metal fabrication. B. J. J. Harrington & Co., 22 West Monroe St., Chicago 3, Ill.

LANSING
719,695 sq. ft., 1-2 story, elevators, 25 acres. B, C, G, L, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

MARYSVILLE
100,000 sq. ft., 1-story, brick & concrete block, 40 acres. B, G, E, P, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

MATTAWAN
101,005 sq. ft., 2-3 story, brick & concrete, 5 acres. B, C, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

MT. CLEMENS
120,000 sq. ft., 5-story main bldg., 1-story warehouse, 65 acres. B, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

OWOSSO
205,800 sq. ft., multi-story, brick, elevators. B, C, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

TRAVERSE CITY
133,500 sq. ft., 1-story, steel & concrete, 40 acres. B, C, G, R. Michigan Economic Development Dept., 110 Stevens T. Mason Bldg., Lansing, Mich.

Mississippi

GULFPORT
131,120 sq. ft., 1-story, brick & steel. A, A-1, A-2, A-4, B, C, E, F, G, M, Q, R, T. F. G. Binswanger, 1420 Walnut St., Philadelphia, Pa.

Missouri

INDEPENDENCE
4,500,000 sq. ft., underground, natural limestone roof, shale floor. A, B. Ind. Dir., Resources & Dev., Jefferson City, Mo.

MOBERLY
108,000 sq. ft., 3-story brick, used as shoe factory. A, B. Chamber of Commerce, Moberly, Mo.

SPRINGFIELD
105,000 sq. ft., multiple floors, brick construction. A, B, G. Chamber of Commerce, Springfield, Mo.

ST. LOUIS
240,000 sq. ft., 8-story & basement fireproof bldg., two passenger and two freight

elevators. Suitable for light mfg., warehouse or offices. A, C, G. St. Louis Union Trust Co., 323 N. Broadway, St. Louis, Mo.

ST. LOUIS
100,000 sq. ft., two connected masonry bldgs. A, C. Martin & Associates, 220 N. 4th St., St. Louis, Mo.

ST. LOUIS
100,500 sq. ft., three adjacent bldgs., 36,500 sq. ft. one, two and four-story bldg., air-conditioned office, 64,000 sq. ft. 4-story bldg., elevator and conveyors. A, D, J, G. Wm. H. Harrison, 407 N. 8th St., St. Louis, Mo.

ST. LOUIS
101,000 sq. ft., 3-story, fireproof bldg., ramps 1st to 3rd floor, passenger and freight elevators, air-conditioned offices. Suitable for office, warehouse, mfg. or service. A, C, R. Griffith & Groves Real Estate Co., 111 N. 4th St., St. Louis, Mo.

ST. LOUIS
136,000 sq. ft., 1-story bldg. Suitable for warehouse or mfg. A, E. Martin & Associates, 220 N. 4th St., St. Louis, Mo.

ST. LOUIS
172,000 sq. ft., 7-story and basement bldg., 3 elevators, package chutes. J. G. Maginn-Martin-Salisbury, Inc., 1118 Chemical Bldg., St. Louis, Mo.

ST. LOUIS
200,000 sq. ft.—145,000 sq. ft. multi-story, fireproof bldg. with 55,000 sq. ft. annex. Freight & passenger elevators. Suitable for office or warehouse. A, C, D, G. Stifel Estate Co., 320 N. 4th St., St. Louis, Mo.

ST. LOUIS
230,000 sq. ft., 2-story freight terminal with ground floor loading at both levels. Heavy construction, 36,000 sq. ft. office space. Suitable for warehouse or manufacturing. A, B, C, D. G. J. Nooney & Co., 611 Olive St., St. Louis, Mo.

ST. LOUIS
680,000 sq. ft., masonry and steel, 90% 1-story. B, C, L. Duke-Young, Inc., 9650 Clayton Road, St. Louis, Mo.

Nebraska

COLUMBUS
146,000 sq. ft. insulated steel bldg. Cafeteria, on 10 acres. A, L, N, R. Resources Division, 1107 State Capitol, Lincoln, Neb.

New Jersey

BLOOMFIELD
165,000 sq. ft., 1-story, 8.2 acres. A, B, C, G. Allied Realty, Newark, N. J.

CAMDEN
115,000 sq. ft., 1-story, fireproof brick & steel. A, B, C, F, J, K, L, M, N, T. Camden Forge Co.

LANDISVILLE
114,356 sq. ft., 1-story, brick, steel & concrete. A, B, C, E, F, G, J, K, M, N, R, T. F. G. Binswanger, 1420 Walnut St., Philadelphia, Pa.

RED BANK
146,000 sq. ft., multi-story, brick & concrete. A, B, E, F, G. Elevators. General Public Utilities Corp., 67 Broad St., New York 4, N. Y.

New York

AMSTERDAM
108,136 sq. ft., 1 to 4-story, 6½ acres. Used for linseed oil processing. B. Bisbee Linseed Co., Chicago Heights, Ill.

AMSTERDAM
687,485 sq. ft., 1 to 5-story, 22 acres. Former carpet mill. B. Grossman Industrial Properties, Church & Prospect Sts., Amsterdam, N. Y.

BALDWINSVILLE
100,187 sq. ft., 1 to 3-story, 2400 acres, 23 buildings. Former ordnance works. B. Pomeroy Realty, 327 Montgomery St., Syracuse, N. Y.

BATAVIA
900,000 sq. ft., 1 to 4-story, 43 acres. Former farm equipment plant. B. Eagan Real Estate, Inc., Kemper Bldg., Syracuse, N. Y.

BROCTON
100,000 sq. ft., 4-story, 7½ acres. Former pickle plant. B. I. Miller Pickles, Brocton, N. Y.

BUFFALO
104,804 sq. ft., 1-story, 7½ acres. Former heavy manufacturing plant. B. General Services Administration, 250 Hudson St., New York, N. Y.

BUFFALO
125,000 sq. ft., 2 to 4-story, 6 acres. Former feed mill. B. Saperston Real Estate, Genesee Bldg., Buffalo, N. Y.

BUFFALO
166,722 sq. ft., 1 and 2-story, 7 acres. Former magnesium foundry. B. Aluminum Co. of America, 1501 Alcoa Bldg., Pittsburgh 19, Pa.

BUFFALO
170,000 sq. ft., 1-story, 2 acres. Heavy manufacturing plant. B. Gurney, Becker & Bourne, 19 South Division St., Buffalo, N. Y.

BUFFALO
550,000 sq. ft., 1 and 2-story, 100 acres. Former Auto assembly plant. B, R. H. Powell, Ford Motor Co., American Road, Dearborn, Mich.

CHADWICKS
250,000 sq. ft., 4-story, 50 acres. B. Former textile mill. A. S. Bagg, Mayro Bldg., Utica, N. Y.

CORTLAND
134,000 sq. ft., 1 to 4-story, 2-acre, B. Former wallpaper plant. Yaman Real Estate, 127 North Main St., Cortland, N. Y.

COXSACKIE
100,000 sq. ft., 1-story, 3 acres. Mushroom plant. K-B Products, Inc., Catskill, N. Y.

DOLGEVILLE
100,792 sq. ft., 1 to 4-story, 5 acres, B. Dominick Calderazza, Room 7509, Empire State Bldg., New York, N. Y.

FULTON
514,000 sq. ft., 1 to 6-story, 7 acres. Former woolen mill. Vincent Galese, Fulton, N. Y.

GENEVA
154,646 sq. ft., 1 to 3-story, 50 acres, B. Market Basket Corp., c/o Geneva Chamber of Commerce, Geneva, N. Y.

HAVERSTRAW
120,000 sq. ft. Used for chemical mfg., textile dyeing. A, B, G. David Lipman, Garnerville Holding Co., Railroad Ave., Garnerville, N. Y

HERKIMER
120,000 sq. ft., 3-story, 5 acres, 2 connected buildings. Basloe & Levin, Herkimer, N. Y.

JAMESTOWN
100,000 sq. ft., 5-story, 1 acre, brick and frame. B. Furniture plant. Sterling, Inc., 16-100 Merchandise Mart, Chicago 54, Ill.

LITTLE FALLS
173,000 sq. ft., 1 to 5-story, 1 acre, 12 connected buildings. Metal manufacturing plant. Albert S. Bagg, Mayro Bldg., Utica, N. Y.

LOCKPORT
89,000 sq. ft., mostly 1-story brick sprinklered buildings with 14-22 foot headroom. Included is a 10,000 sq. ft. office bldg. Land—13 acres. Utilities—1500 KVA, 440 volts, 60 cycle, 3 phase substation—400 BHP boilers—125 lb. steam pressure using #6 oil. Served by both the New York Central and Erie Railroads. Parking for 175 cars. Contact W. R. Grace & Co., CRYOVAC Division, Cambridge 40, Mass., H. E. Kiley, Chief Engineer.

MINETTO
105,000 sq. ft., 2-story, 2-acre, B. Wood products plant. Columbia Mills, 428 South Warren St., Syracuse, N. Y.

NEWBURGH
105,000 sq. ft., 4-story, brick, clothing manufacturing plant. Mr. C. Adler, Central Hudson Gas & Electric Corp., Poughkeepsie, N. Y.

NEW ROCHELLE
120,000 sq. ft., brick & steel, 1-story, B, G, N, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

NEW YORK MILLS
354,000 sq. ft., 5-story, B. Textile factory. Albert S. Bagg, Mayro Bldg., Utica, N. Y.

OLEAN
210,000 sq. ft., 1-story, 12 acres, B. Former glass plant. Mr. David Rosenthal, 614 Raynolds Arcade, Rochester, N. Y.

OSWEGO
305,000 sq. ft., 4-story, 25 acres, B. Former match plant. Diamond Match Co., Oswego, N. Y.

ROCHESTER
110,000 sq. ft., 5-story, ½ acre, B. Ben Atkin, 476 Oak St., Rochester, N. Y.

PATCHOGUE
340,000 sq. ft., 4-story, 22 acres, B. Textile plant. Patchogue Plymouth Mills, Patchogue, N. Y.

ROTTERDAM
300,000 sq. ft., 1-story, 29¼ acres, B. Radio parts plant. Schaffer Stores Co., Inc., 116 Erie Boulevard, Schenectady, N. Y.

STOTTVILLE
100,000 sq. ft., 5-story, 4-acre, textile plant. Isadore Goodman, Pittsfield, Mass.

SYRACUSE
467,000 sq. ft., 3-story, 4-acre, B. Agriculture implement plant. Delaware, Lackawanna & Western RR, 140 Cedar St., New York, N. Y.

UTICA
104,924 sq. ft., 1-story, 4½ acres, compressor manufacture. Mr. Lee P. Smith, Dunham-Bush, Inc., West Hartford, Conn.

UTICA
307,984 sq. ft., 2-story, 7 acres, B. G. E. MacLellan, Jr., Utica, N. Y.

UTICA
425,000 sq. ft., B. Textile plant. Albert S. Bagg, Mayro Bldg., Utica, N. Y.

WEST HAVERSTRAW
100,000 sq. ft., 1-story, concrete block. A, B. E. Hilbe, West Haverstraw Improvement Corp., Garnerville, N. Y.

North Carolina

ASHEVILLE
113,542 sq. ft., 1-story, modern steel and concrete. Used for metalworking activity. D. E. Stewart, Mgr., Area Dev. Dept., Carolina Power & Light Co., Raleigh, N. C.

CHARLOTTE
For Lease, 56,000 ft. 4-story concrete, manufacturing or storage, including 4,800 ft. office space. Served by Seaboard R. R., W. W. Hagwood, Jr., P. O. Box 674, Charlotte 1, N. C.

CHARLOTTE
124,000 sq. ft., concrete, sprinklered, 5-floors. Used for mfg. or distribution. A, B, C. W. W. Haygood, P. O. Box 674, Charlotte, N. C.

CHARLOTTE
140,000 sq. ft., 3-story brick. A, B. Frank G. Binswanger, Southern Div., 205 S. Church St., Charlotte, N. C.

CORNELIUS
279,000 sq. ft., 1-story, modern brick. A, B, N. Frank G. Binswanger, Inc., Southern Div., 205 S. Church St., Charlotte, N. C.

CORNELIUS
277,783 sq. ft., 1-story, concrete, brick & steel. A, B, C, E, F, G, J, K, M, N, P, R, S, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

GREENSBORO
151,000 sq. ft., 4-story mill construction. A, B. Chas. L. Weill, Robins & Weill, P. O. Box 120, Greensboro, N. C.

LINCOLNTON
137,577 Sq. Ft. 2-level plus 2nd. floor, concrete & brick, elevators, 48 acres. A, B, C, E, F, G, N, P, R. Lincolnton Industry Commission, Lincolnton, N. C.

ROCKINGHAM
136,125 sq. ft., multi-story, textile mill. D. E. Stewart, Mgr., Area Dev. Dept., Carolina Power & Light Co., Raleigh, N. C.

ROCKINGHAM
156,304 sq. ft., 2-story, textile mill. D. E. Stewart, Mgr., Area Dev. Dept., Carolina Power & Light Co., Raleigh, N. C.

ROCKINGHAM
398,648 sq. ft., 2-story, textile mill. D. E. Stewart, Mgr., Area Dev. Dept., Carolina Power & Light Co., Raleigh, N. C.

Ohio

AKRON
1,100,000 sq. ft., multi-story, steel & brick. B, E, F, P, R, T. B. F. Goodrich Co., Akron, Ohio.

CINCINNATI
314,375 sq. ft., multi-story, brick. A, B, C, E, G, M, S. Lavatories, elevators. Fred. A. Schmidt, Inc., 5th & Main sts., Cincinnati 2, Ohio.

CLEVELAND
"MANUFACTURING SITES INC." — A planned park served by New York Central Railroad. Sites from 1 to 20 acres available. Will build to suit. Realtor—Ostendorf-Morris Co., TOwer 1-7200.

CLEVELAND
114,000 sq. ft., 2-story, A, B, E. Elevators. Cragin, Lang, Free & Co., National City E. 6th Bldg., Cleveland 14, Ohio.

CLEVELAND
108,000 sq. ft., 4-story, brick-steel. A, B, CN, elevators. Cragin, Lang, Free & Co.,

National City E. 6th Bldg., Cleveland 14, Ohio.

CLEVELAND
154,000 sq. ft., 4-story. A, B, E. Cragin, Lang, Free & Co., National City E. 6th Bldg., Cleveland 14, Ohio.

CROOKSVILLE
125,000 sq. ft., 1-story, G. Edwin Pitcock, Crooksville, Ohio.

NEWCOMERSTOWN
108,488 sq. ft., 1-story, brick. B. Harold Thompson, 135 South 6th Street, Coshocton, Ohio.

PIQUA
140,000 sq. ft., 1-story, A, B, C, D, E, F, G, H, I, J, M, Q, R, S, T. Adequate parking. C. J. Furhmann, Area Dev., The Dayton Power & Light Co., 25 N. Main St., Dayton, Ohio.

SALEM
120,000 sq. ft., 1-story, brick-steel. A, B, E, G. Cragin, Lang, Free & Co., National City E. 6th Bldg., Cleveland 14, Ohio.

SANDUSKY
264,630 sq. ft., multi-story. B. Sandusky Chamber of Commerce, Sandusky, Ohio.

SIDNEY
102,000 sq. ft., 1-story, main bldg. 73,000 sq. ft. A, B, CN, G, M. Cragin, Lang, Free, & Co., National City E. 6th Bldg., Cleveland 14, Ohio.

SIDNEY
102,149 sq. ft., 1-story concrete block plant, three connected buildings on 10 acres. 400 car parking lot. A, C, D, E, F, G, H, I, J, M, N (office), O, P, Q, R, S, T. C. J. Fuhrmann, Area Dev. The Dayton Power & Light Co., 25 N. Main St., Dayton 1, Ohio.

SPRINGFIELD
870,000 sq. ft., 8-story, reinforced concrete. B, CN, E, K. Cragin, Lang, Free & Co., National City E. 6th Bldg. Cleveland 14, Ohio.

SPRINGFIELD
870,000 sq. ft., 8-story, B, G. Cragin, Lang, Free & Co., National City East 6th Bldg., Cleveland 14, Ohio.

TOLEDO
110,000 sq. ft., 3 to 4 story. B, G. D. H. Overmyer Warehouse Co., 217 Cherry Street, Toledo, Ohio.

TOLEDO
110,000 sq. ft., 6 acres, 1 and 2 story. B, C, G, Q. D. H. Overmyer Warehouse Co., 217 Cherry Street, Toledo, Ohio.

Pennsylvania

ALTOONA
118,000 sq. ft. Wood deck. Monitor top roof, brick construction. Recent use, heavy machine shop operation. A, G. S. Ruth, Altoona Enterprises, Inc. Penelec Bldg., Altoona, Pa.

BRISTOL
193,725 sq. ft., 1-story brick, cinder block, concrete. A, B, C, E, F, G, P, R, Q, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

EASTON
184,000 sq. ft., 1-2-3 story, brick, stucco, steel. A, B, E, F, elevator. General Public Utilities Corp., 67 Broad Street, New York 4, New York.

MT. WOLF BOROUGH
190,000 sq. ft., steel & brick, 1 & 2 story. A, B, E, G, elevator. General Public Utilities Corp., 67 Broad St., New York 4, New York.

PENNDEL
182,000 sq. ft., mostly 1-story, concrete block and cinder block; 17 inter-connecting buildings. A, B. Area Dev. Dept., Phila., Electric Co., 211 S. Broad St., Phila. 5, Pa.

PENNDEL
185,175 sq. ft., 1 story. Cinder block & stone, reinforced concrete & wood. A, B, C, E, F, G, P, R, Q, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

PHILADELPHIA
201,100 sq. ft., brick, steel & concrete, 10-story & basement. A, C, E, F, G, I, K, Q, R, S, T. F G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

PHILADELPHIA
212,444 sq. ft., brick, stone & concrete. A, C, E, F, G, I, J, M, P, Q, R, S, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

PHILADELPHIA
177,006 sq. ft., 1-2 story, reinforced concrete, steel & brick. A, B, C, E, F, G, I, J, K, L, M, P, Q, R, S, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

PHILADELPHIA
113,816 sq. ft., 5-story brick, wood & steel. A, C, E, F, G, I, J, M, Q, R, S, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

PHILADELPHIA
411,000 sq. ft., 8-story. A, B. Area Dev. Dept., Phila. Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
275,000 sq. ft., 6-story and 10-story, 2 buildings. Area Dev. Dept., Phila. Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
250,000 sq. ft. brick and wood. 1, 2, and 3 story. Area Dev. Dept., Phila. Electric Co., 211 S. Broad St., Phila, Pa.

PHILADELPHIA
211,000 sq. ft. Used as piers. A, B. Area Dev. Dept., Phila. Electric Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
200,000 sq. ft., 1 and 1 story brick. A, B. Area Dev. Dept., Philadelphia Electric Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
200,000 sq. ft., 1, 5 and 8 story; brick and steel. A, B. Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
177,000 sq. ft., 1, 2 and 3-story, 3 buildings. Area Dev. Dept., Philadelphia Electric Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
148,000 sq. ft., 8 and 9 story; brick, steel and reinforced concrete. Area Dev. Dept., Phila. Electric Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
143,000 sq. ft., 3-story concrete. Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
135,000 sq. ft., 4-story; brick and reinforced concrete. Area Dev. Dept., Phila. Electric Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
122,405 sq. ft., 2 and 8 story; concrete. Used as factory and warehouse. A, B. Area Dev. Dept., Philadelphia Electric Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
120,000 sq. ft. 4-story brick. Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
120,000 sq. ft., 8-story; brick and wood; used as warehouse. A, B. Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
113,800 sq. ft., 5-story; brick, concrete and steel; Area Dev. Dept., Phila. Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
110,000 sq. ft., 1, 2, 3 story; slow burning construction; served by Pa. RR; Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
104,000 sq. ft., 4-story; brick mill type. Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
100,000 sq. ft., 5-story; reinforced concrete & steel; Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
100,000 sq. ft., 2-story; brick, steel, wood construction. Used as machinery warehouse. A, B. Contact Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
100,000 sq. ft., 1-story, brick, used as warehouse. A, B. Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
100,000 sq. ft., 1 and 2-story; used as print shop and offices; Area Dev. Dept., Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

PHILADELPHIA
100,000 sq. ft., 5-story; concrete and steel; used as showroom and warehouse; A, B. Area Dev. Dept. of Philadelphia Elec. Co., 211 S. Broad St., Phila., Pa.

READING
370,000 sq. ft., 3 to 7 story, steel & concrete. A, B, E, G, elevators. General Public Utilities Corp., 67 Broad Street, New York 4, New York.

UNIONTOWN
130,672 sq. ft. 7 bldgs—metal pattern shop, foundry, casting, enameling, warehousing & crating, office. Mostly 1-story brick. A, B, C, D, E, G, L, R. Greater Uniontown Industrial Fund, Uniontown, Pa.

YORK
167,453 sq. ft., 1 story, brick & concrete. A, B, CN, E, F, elevator & cafeteria. General Public Utilities Corp., 67 Broad St., New York 4, New York.

YORK
167,453 sq. ft., 1 story, brick, steel & concrete. A, B, E, F, G, I, L, P, R, S, T. Cafeteria. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

YORK
447,000 sq. ft., 224,000 sq. ft. ground floor, brick, steel & concrete, 1-2 story. A, B, E, C, F, G, I, L, N, R, S, T. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

YORK
400,000 sq. ft., 1 to 5 story, brick, steel & wood. A, B, E, F, G, elevator. General Public Utilities Corp. 67 Broad St., New York 4, New York.

Rhode Island

PAWTUCKET
174,000 sq. ft., 4 story, brick & wood. Used as textile finishing plant. Textile Auxiliaries, Inc., 146 West River Street, Providence, Rhode Island.

PEACEDALE
110,000 sq. ft., granite & brick, 2-4 story. T. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

PROVIDENCE
122,900 sq. ft., multi-story, brick, mill. A, G, elevator. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

PROVIDENCE
139,400 sq. ft., brick, 4 story, elevator. A, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

PROVIDENCE
410,000 sq. ft., multi-story, B New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

PROVIDENCE
425,000 sq. ft., 1 & 2 story, brick. A, B, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

SLATERSVILLE
225,000 sq. ft., brick-mill, multi-story, elevators. A, G, R, T. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

W. WARWICK
136,000 sq. ft., brick-mill, 4 story, elevators. A-2, G, R, T. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

W. WARWICK
112,000 sq. ft., brick & stone, 1 & 2 story, 27 acres. A-2, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WOONSOCKET
140,000 sq. ft., brick-mill, 4 story, elevators. A. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WOONSOCKET
112,000 sq. ft., brick-mill, 4 story, elevators. A-2, G, R. New York, New Haven & Hartford Railroad, South Station, Boston, Mass.

WOONSOCKET
243,000 sq. ft. A, C, D, E, F, G, H, I, J, K, M, P, Q, R, S, T. Anthony P. Zifcak Agency, 18 Monument Square, Woonsocket, Rhode Island.

Tennessee

CHATTANOOGA
214,000 sq. ft., 3 story, brick, elevators, 35 acres. A, B, D, E, F, G, R, S. Tennessee Industrial & Agricultural Development Commission, Cordell Hull Building, Nashville, Tenn.

HUMBOLDT
115,000 sq. ft., brick & steel, 1 story. A, G, N, P, Q, R. Cafeteria. James H. Burns Co., 370 Lexington Avenue, New York, New York.

MEMPHIS
145,000 sq. ft., 1 story, brick & steel. B, C, E, G, N. Union Realty Company, 1175 Morehead Street, Memphis, Tenn.

Texas

WICHITA FALLS
100,000 sq. ft. A, B, C, D, E, J, N, Q, R, S, T. Solon R. Featherston Real Estate, 918 Eighth Street, Wichita Falls, Texas.

INDUSTRIAL BUILDINGS

Texas

CHILDRESS
24,000 sq. ft. — completely sprinkled — 1 story, all brick—concrete floor—R.R. siding and truck loading platform—13 ft. ceiling—very favorable labor market—low rental. Write Childress Chamber of Commerce.

LONGVIEW
Modern air-conditioned concrete and masonry tile building with 40,000 sq. ft., formerly used by oil tool equipment co. Contact Indust. Devel. Dept., Southwestern Elec. Power Co., Shreveport, La.

MT. VERNON
Steel-frame brick and tile construction, 25,800 sq. ft. Built in 1951, formerly occupied by garment industry. Contact Indust. Devel. Dept., Southwestern Elec. Power Co., Shreveport, La.

Vermont

CAVENDISH
110,000 sq. ft., 4-story brick, used for woolen mfg. Industrial Development Commission, Vermont Development Commission, Montpelier, Vt.

ST. JOHNSBURY
125,000 sq. ft., 4-story brick and cement—used for sugar mfg. Industrial Development Commission, Vermont Development Commission, Montpelier, Vt.

WINOOSKI
145,000 sq. ft., 5-story brick, used for woolen mfg. Industrial Development Commission, Vermont Development Commission, Montpelier, Vt.

WINOOSKI
100,000 sq. ft., 3-story wood & brick, used for woodworking. Industrial Development Commission, Vermont Development Commission, Montpelier, Vt.

WINOOSKI
170,000 sq. ft., 5 story & basement, A-2, A-4, E, F. Pomerleau Real Estate Co., Burlington, Vermont.

Virginia

HOPEWELL
450,529 sq ft., 1 story concrete, brick & steel. A, A-1, B, C, D (2), E, F, G, J, M, P, Q, R, S, T. Marine transportation. F. G. Binswanger, 1420 Walnut Street, Philadelphia, Pa.

ROANOKE
1,608,375 sq. ft., single story on 208 acres. Boilers, turbine generators & waste treatment plant. A, B, G, T. City Mgr., Roanoke, Va.

Washington

PASCO
Eight warehouses, each 172,800 sq. ft. Frame construction, concrete fire walks & floors. Served by river barge lines. A, B, G. Franklin Cty. Ind. Council, Pasco, Washington.

Wisconsin

RACINE
400,000 sq. ft., one story, 12 acres. Used for manufacture of heavy machinery. J. J. Harrington & Co., 22 West Monroe Street, Chicago 3, Illinois.

West Virginia

GRAFTON
146,800 sq. ft., 2-story metal. Used for glass container mfg. C. S. Ebert, Taylor County Bd. of Trade, Grafton, W. Va.

HUNTINGTON
118,000 sq. ft., 1-story brick and concrete. Used for electronic mfg. A, B. General Services Adm., Washington, D. C.

MORGANTOWN
474,350 sq. ft., brick and steel. Used for chemical mfg. A, B. General Services Adm., Washington, D. C.

PADEN CITY
196,000 sq. ft., 1-story steel and masonry. Used for pottery mfg., A, B, M, C. Sandles, Paden City Pottery Co., Paden City, W. Va.

Windsor, Ontario

120,000 sq. ft., steel & concrete block, A-4, B, F, L. Murray A. Elder, Greater Windsor Industrial Commission, Windsor, Ontario.

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The following planned industrial districts have sites available for immediate construction. Advantages offered by such districts are described in detail in the November-December 1954 issue, pages 6, 7, and 8.

Services offered are indicated by the following code: (A) Architect & Engineer; (C) Construction; (E) Electric Power; (G) Natural Gas; (F) Financing; (P) Paved Streets; (R) Rail Siding; (S) Sewers; (T) Telephone; (W) Water.

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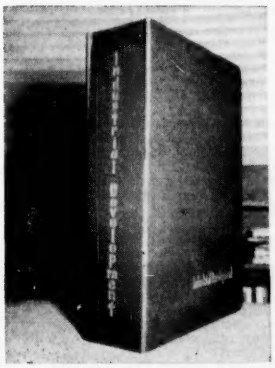

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* * * *

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* * * *

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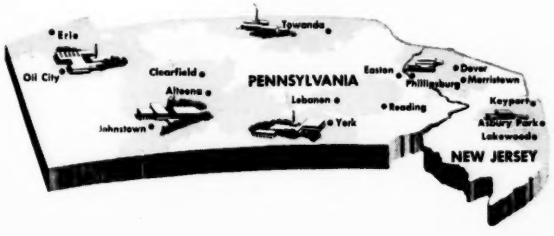

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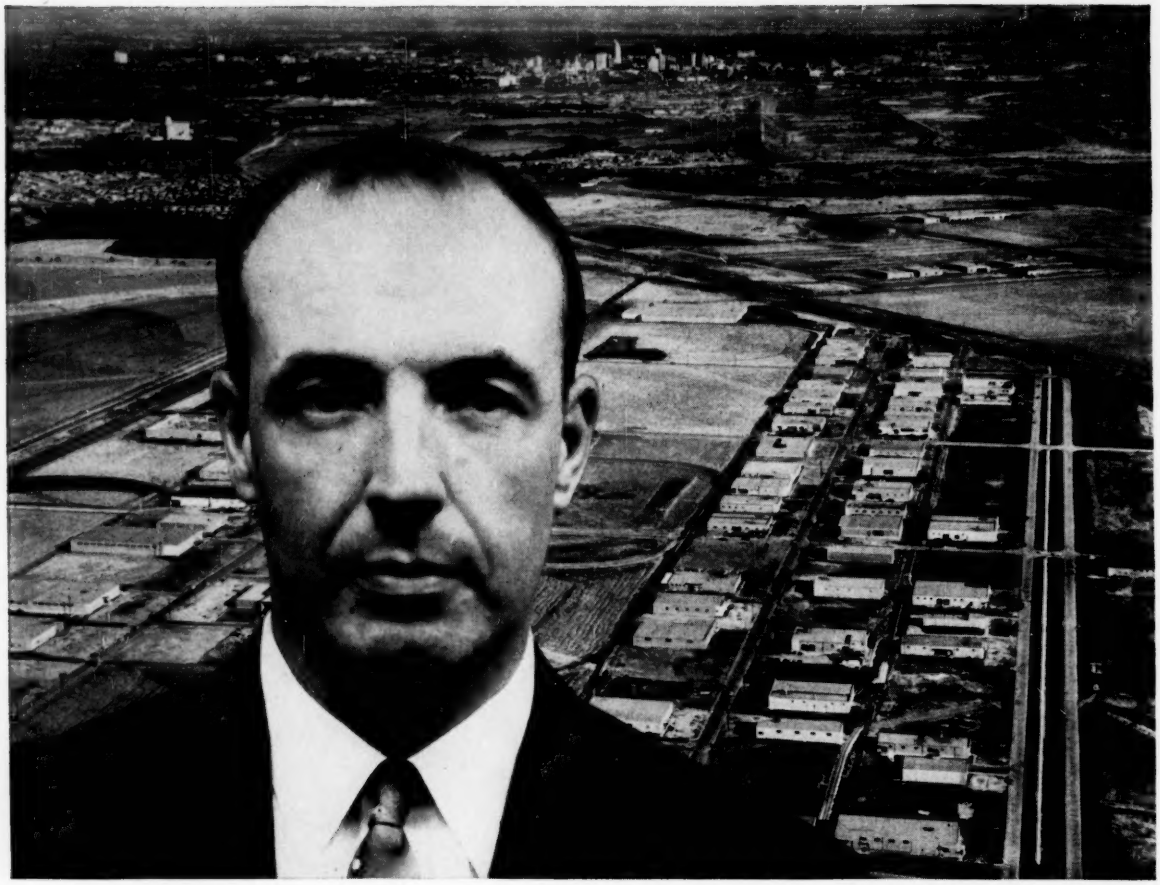

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